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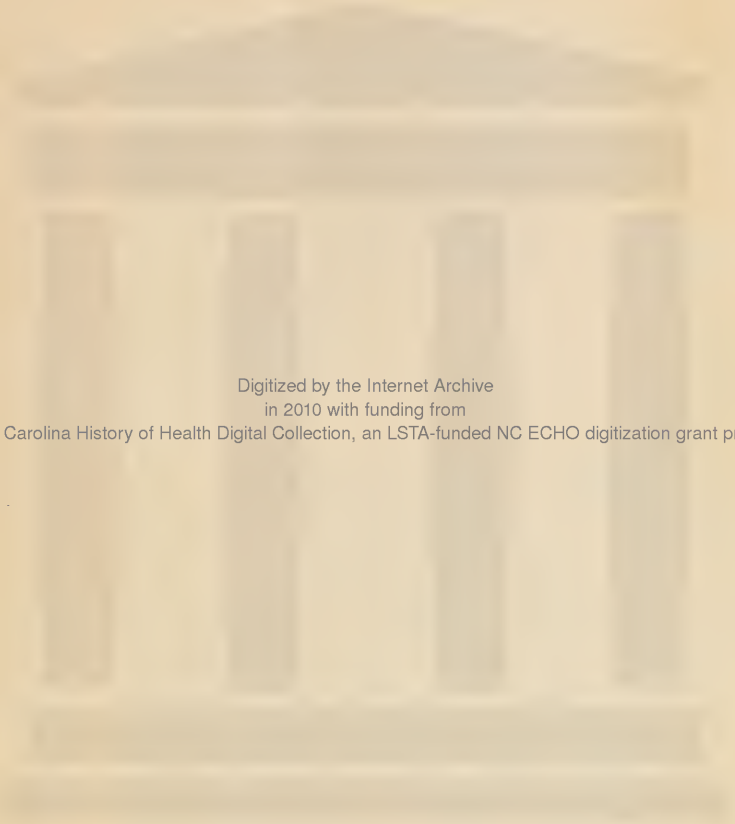

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The Carolina
JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

Pharmacy students Eleanor Holden of Bunnell, Fla. and Reeves Hawkins Clyde are shown in the Library of Howell Hall of Pharmacy underneath portrait of Edward Vernon Howell, Dean of the School of Pharma University of North Carolina, 1897-1931.

nuary, 1946

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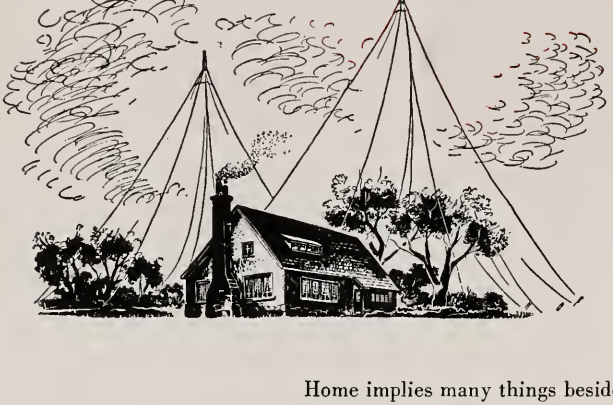
1946 N. C. P. A. CONVENTION

ASHEVILLE

April 14-15-16

GEORGE VANDERBILT HOTEL

Reunion



Home implies many things besides a house and lot, family, and friends. For thousands of American boys returning aft long months overseas, home has taken on a new meaning. To them it has become the symbol of the American way of life. At the same time, their appreciation of American business, which builds, supports, and maintains the homes of the nation, has been deepened and widened. Pleasant business and professional relationships contribute substantially to the mosaic we call home. Business practices which foster mutual respect and understanding are helping to make America a better place in which to liv

The Lilly Policy encourages respect for the rights and privileges of the pharmacist, physician, and wholesale distributor. Each performs an indispensable service to the health and well-being of his community. Each is recognized as a specialist in his field. When you specify "Lilly" through your service wholesaler, you are doing more than buying fine pharmaceuticals. You are lending your support to friends who are vitally interested in your success. The Lilly Policy is your Commercial Bill of Rights your guarantee of straightforward and fair dealing.

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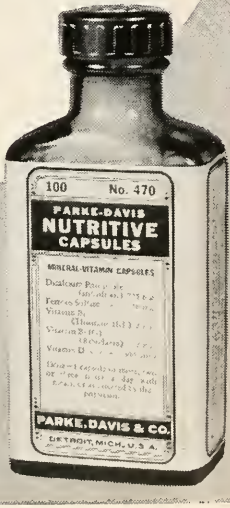
NUTRITIVE CAPSULES

Here are two new Parke-Davis products which are now being brought to the attention of the medical profession

- **KAPSEALS CARBRITAL** supply, in convenient kapseal form, 1½ grains of pentobarbital sodium and 4 grains of carbromal. This new Parke-Davis product appeals to physicians, surgeans and dentists because it affords both hypnotic and sedative action. In bottles of 100 and 1000.

- **NUTRITIVE CAPSULES** provide calcium, phosphorus, iron and vitamins B_1, B_2 and D in a single preparation. Physicians find NUTRITIVE CAPSULES useful for overcoming nutritional deficiencies in which vitamin-mineral therapy is indicated. In bottles of 100 and 1000.

Be ready to meet growing prescription demand for these new Porke-Davis products.



PARKE, DAVIS & COMPANY

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CAPUDINE

Here's Why:

1. The larger sizes give your customers a bigger value.

   The larger sizes conserve materials and transportation and your Clerks' time.

3. They increase your unit of sales, thus increasing your profits.

4. Capudine, you know, is the home or family relief for Headaches, Neuralgia and Muscular Aches due to exposure or fatigue. The 60c and Pint sizes are much better for home use because they are so economical . . . and they also assure that Capudine will be on hand in the home when it is needed.

   So feature the larger sizes of Capudine and keep them on display, thus serving your own and your customers best interests.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

Pre-Sold Prescription Products

More often than not, Lilly pharmaceutical and biological products are as good as sold before they reach the prescription room. Day after day, month after month, year in and year out, Lilly field representatives make regular calls on physicians, encourage prescription writing, create profitable business for the drug stores in their respective territories. In every city and town, wherever there are practicing physicians and retail drug stores, Lilly Products are constantly promoted and advertised. Whether they are ordered from the Lilly representative or the wholesaler the price is always the same.

That is the Lilly Policy.

THE PEABODY DRUG COMPANY
WHOLESALE DRUGGISTS
Complete Line of Eli Lilly's Pharmaceuticals
305 PETTIGREW STREET
DURHAM, N. C.

Plough - From 25 to 100 Million Packages

The recent listing of the shares of Plough, Inc., on the New York Stock Exchange was a fulfillment of a 37-year dream of its founder, Abe Plough. There is a Horatio Alger touch to the career of Abe Plough. It was in 1908 that he sought the opportunity to work in a neighborhood drug store after school so he could "learn the drug business." His apprenticeship implanted in his mind a keen desire to study the needs and problems of the drug trade. It was this early experience, supplemented by later observations, that inspired the idea which eventually resulted in the adoption of Plough's Fair Trade Policy: "Full advertised Prices are minimum prices in all Fair Trade States."

Within a short time he borrowed $125, his initial capital, rented a one-room "plant" and started his one-man business. His capacity was 25 packages a day! It was a far cry from this small beginning to the more than 100 million packages Plough, Inc., now distributes annually. The one-man business has grown until today there are more than 1,000 employees; its sales' volume from a few hundred dollars to more than 10 million dollars a year.

Highest quality products offered at popular prices have contributed materially to the success of Plough, Inc. The Company manufactures, packages and sells directly, or through subsidiary companies, a widely diversified line of proprietary medicines, cosmetics, household necessities and a number of other miscellaneous items. Among the 129 nationally sold products are: St. Joseph Aspirin, Penetro, Penetro Nose Drops, Mexsana, Mufti, Moroline, Major's Cement and Black and White cosmetics.

To sell and distribute its products Plough, Inc., employs one of the largest sales forces in the industry—104 thoroughly trained salesmen. They are implemented by consistent advertising in daily and weekly newspapers, magazines, and over radio stations from coast to coast. Retailers and wholesalers are kept fully informed through a large trade paper advertising campaign, appearing in the CAROLINA JOURNAL OF PHARMACY and many other trade publications.

The Company's main offices, laboratories and manufacturing plants are located in Memphis, Tennessee, with office and warehouse facilities in New York, N. Y., and contracts for the manufacture and storage of their products in Mexico City, Mexico; Barranquilla, Colombia; Caracas, Venezuela; Havana, Cuba and Lima, Peru.

Prior to its listing on the New York Stock Exchange, the stock of Plough, Inc., was traded on the New York Curb Exchange.

Mr. Daniel Goes Rabbit Hunting

Mayor E. C. Daniel, Chief Dickens, Deputy Sheriffs B. H. Richardson and Pet Denton, Pink Williams, Drs. Barbee and Flowers and two colored men went rabbit hunting last week. They used twenty good hounds and they bagged 14 bunnies.

Mayor Daniel did not catch a one because he forgot his gun.

By the way, it might be well to mention that the hunt took place twenty years ago—on January 1, 1926. And for this reminder, we are indebted to *The Zebulon Record.*

WRITE OR CALL
C. H. SMITH
Representative
Phone 3-5208 Charlotte, N.C. Box 1001

TOO BIG A JOB FOR BIG BUSINESS

To explain private enterprise and free competition to the public, big business has financed various publicity campaigns and lecture tours but the results to date are not good enough. The job of selling "free enterprise" to the common man and his wife is apparently too big a job for big business. This is a job for small business, for the independent retailers whose very existence is a daily expression of free enterprise in the neighborhoods of the nation. Anti-business propaganda has given too many housewives the idea that "free enterprise" is some sort of special privilege that businessmen want in order to charge high prices and make a lot of money. The current demands of some labor groups seem to indicate that their members don't think much of private enterprise.

If the common man has a dim view of what the American way of business has meant to him personally, there is grave danger that he could be sold on some new and untried economic system. Of course, he would not be so easily sold if he realized the true value of "free enterprise" to him. Unfortunately, he does not know that this system makes the public the real boss by right of free choice in the market place, nor does he know that years of private enterprise competing for public favor have given us the highest standard of living in the world.

Better understanding of free enterprise by the average consumer and wage earner is essential to national growth and prosperity. Big business deserves credit for having tried to do something about it, but big business is in no position to do the kind of job that has to be done. Right or wrong, every time big business opens its mouth, it is denounced by all anti-business groups.

Big Business must seek the aid of Small Business if it wants to get this selling job done. At its roots, America is sound and good and its roots are in the thousands of neighborhood communities, where retail druggists and other small businessmen know their customers as people and not as capitalists or communists.

We need not worry about America if the businessmen of Main Street will carry the truth about "free enterprise" to their own customers. They are wise enough to sell this philosophy of business without mentioning the phrase "free enterprise." And they will not say, "What helps business helps you." Instead, they will show their customers how free competition for the favor of the public provides the most good for the common man and his wife.

(Reprinted from *American Druggist*, November, 1945, issue as authorized by John W. McPherrin, Editor.)

JUSTICE DRUG COMPANY

GREENSBORO, N. C.

North Carolina Service Wholesaler

Casual Comments

I. T. Reamer has returned to Durham after attending an Executive Committee meeting of the American Society of Hospital Pharmacists in Chicago . . . he caught a cold while en route and arrived in Chicago (5 below zero) with a fever of 102 degrees. . . . Mr. and Mrs. Dean Tainter got back to Marion from a Florida vacation trip just in time for the heavy snow which reminds me that P. J. Suttlemyre, Hickory, says he hopes all those people who have been singing about a "White Christmas" are satisfied. . . . C. T. Council of Durham is spending the winter in Florida. . . . Oscar Umstead is now representing E. R. Squibb & Son in the Wilmington area. . . . W. W. Carroll is back with Fitchett's Drug Company, Dunn, after 20 months in service . . . he was stationed in the dispensary at the Cherry Point Marine Corps Air Station. . . . A. E. Galloway has returned to High Point to accept a position with Jeff's Drug Store. . . . Shelton Boyd replaces him at the Dunn Pharmacy. . . . 1st Lt. David H. Hood of Dunn has been awarded the Purple Heart Medal for wounds received in action . . . he has been overseas 31 months. . . . John T. Henley has accepted a temporary position at the Boon-Iseley Drug Company, Raleigh. . . . Graham Inman of Fairmont, Jack Creech of Salemburg and John Biggs of Washington are some pharmacists newly returned to civilian life. . . . John and Graham are looking over the available positions in retail stores. . . . Jack plans to accept a position with one of the pharmaceutical houses. . . . J. C. Murphy of Charlotte is recovering from sciatica . . . he has been away from his pharmacy for two months. . . . Allen Lloyd, after an absence of a month, has returned to James Pharmacy, Hillsboro. . . . Another recruit for Uncle Sam is Jack Ranzenhofer, an employee of Dees Drug Store, Burgaw, until recently . . . he can be reached by writing him in care of his home address which is 17 Cozzens Avenue, Highland Falls, N. Y. . . . "Enza" flew in causing Joe Estes (Walgreen's, Raleigh) to vacation in bed for a week . . . which reminds us, Joe has a new boss, S. J. Lando of Milwaukee, Wisconsin, who has succeeded A. G. McCartney as manager of Walgreen's Drug Store. . . . Mr. and Mrs. Wilson K. Lewis of Mount Olive spent the first week in January in Orlando, Florida . . . while there, they visited Mr. and Mrs. Jim Bowers (Owens & Minor) and took in the Gator football game. . . . Louis Bogle, United Drug salesman, has been transferred to Louisville, Ky. . . . Leonis Jackson of Erwin (E. R. Thomas Drug Company) has been named a Veterans Service Officer (Negro Advisor) of Harnett County.

Painless Dentistry

This is the story of the West in the days when that region really was wild and woolly. A prospector, suffering from toothache, entered a ramshackle structure, and said to the transient dentist:

"Do you pull teeth without giving pain?"

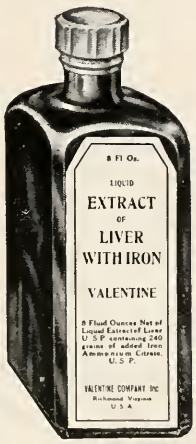
"Waal, I reckon so, stranger."

"All right; pull this one out," indicating the offending molar.

The dentist whistled, and in walked his assistant armed with a club.

"Now, pard," directed the practitioner, "stun him!"

LIQUID EXTRACT OF LIVER WITH IRON VALENTINE



8 Ounces net

1 Dozen at list $21.00 Through Wholesaler

Our recent journal and direct mail advertisements deal with the natural B_2 complex of this product, 5 mg. of riboflavin and 25 mg. niacin per fl. oz.

Valentine Company, Inc.

Richmond, Virginia

TONO SCALPA

In both the 50c and $1.00 bottles TONO SCALPA is the best thing we know of for dandruff and itching scalp. Dealer recommendation and one user telling another means it must be good.

The current deal is one bottle free with each 11/12 dozen, and 5% cash discount in case lots of two dozen 50c size or one dozen $1.00 size.

We appreciate your recommendation.

From your own wholesaler
or from

Owens & Minor Drug Company
Incorporated
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"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII JANUARY, 1946 No. 1

Too Many Students?

If present conditions continue to prevail, some plan will have to be worked out to enable the authorities of the University of North Carolina to limit enrollment in the School of Pharmacy. Within a period of two months, the picture has changed from one of a scarcity of beginning students to one of super abundance. The present first year class, which normally would number 45 to 50 students at the most, has expanded into a record-breaker of 85 beginners.

Irrespective of what the officials might desire, there is a limit to what can be done by the Faculty in the present Pharmacy Building with existing equipment. Expansion of the physical plant—a new and larger building—would help, but this would require time, money and support of the University Trustees, none of which seem to be in sight at the moment.

Additions to the teaching personnel? This would greatly alleviate the situation, but qualified individuals in this field are hard to find nowadays. According to a late tabulation, approximately 500 such positions are open throughout the country.

And, finally, would it be a good policy for the School to accept all applicants irrespective of their qualifications and ability? By overloading the faculty, by pressing into service every inch of space, every bit of equipment—are these things justified in the light of present conditions?

Viewing the situation from a purely economic standpoint, it is pretty evident that something should be done to limit enrollment figures to a basis more nearly equal to the State's annual requirement for pharmacists. While this would necessitate considerable study, the figure would certainly not be as high as the current first year enrollment of 85 students (this is approximately 10% of the number of pharmacists affiliated with retail pharmacy in the State).

Even taking into account the normal percentage of failures, drop-outs, etc., the total remains sufficiently high to warrant study. Although the next pharmacy class is not scheduled to enter until September, anywhere from one to four prospective students visit the Pharmacy School each day seeking information about entrance requirements, courses of study, benefits under the GI Bill of Rights, etc.

The American Foundation for Pharmaceutical Education has apparently taken cognizance of the situation (we understand other schools of pharmacy have been flooded with applicants) by limiting its scholarships to students in the upper fourth of their graduating classes. In order to retain one of these scholarships, the student must maintain a scholastic average of B.

Unless a satisfactory solution to this problem can be found, the School of Pharmacy and the University will shortly be in a worse fix than the old woman who lived in a shoe.

Miss Mary Closs Spell: President-Secretary-Teacher

If you have occasion to visit the W. H. King Drug Company of Raleigh and take the aisle toward the stockroom, you will pass directly in front of a very attractive and efficient young lady—Miss Mary Closs Spell—who has a whole host of titles and duties besides acting as secretary for this popular wholesale drug concern.

As President of the Raleigh Woman's Drug Club, Miss Spell heads one of the largest city units of the State Auxiliary in North Carolina. According to the records of the State Auxiliary, 61 members of the Raleigh Club are affiliated with the parent organization.

Miss Spell is a native of Roseboro; a graduate of Pineland Jr. College. She is a charter member of the Order of Eastern Star and takes an active part in the affairs of the Business and Professional Women's Club.

Each Sunday finds Miss Spell at the Hayes Barton Methodist Church where she teaches Sunday School.

President, Secretary, Teacher—all these titles, all these duties Miss Spell carries with easy grace. With a cheery greeting, a happy smile, she surveys innumerable salesmen and customers each day. In case she is busy the next time you pass down the King aisle, remember a triple-titled individual has responsibilities!

MARY CLOSS SPELL

A. Ph. A. Secretary Addresses Banquet Group

Doctor Robert P. Fischelis, Secretary of the American Pharmaceutical Association, was the principal speaker at a banquet in Chapel Hill, January 15th, attended by the faculty and students of the University of North Carolina School of Pharmacy and a number of visiting pharmacists and their wives.

Wade A. Gilliam, President of the N. C. P. A., presided. Professor M. L. Jacobs, Assistant-Dean of the School of Pharmacy, brought greetings from the School and read a message from Dean J. G. Beard, who was unable to be present. A number of others, including the faculty of the School of Pharmacy, the Secretary-Treasurer of the N. C. Board of Pharmacy, Mr. H. C. McAllister, spoke briefly during the banquet.

In his talk on "Pharmacy in the Affairs of the Nation," Dr. Fischelis discussed socialized medicine, pharmacists in government service, and emphasized the importance of pharmacists keeping posted on new and potent drugs.

Among the 165 persons attending the affair in addition to the faculty, their wives, and student body of the Pharmacy School were: Mr. and Mrs. Paul B. Bissette, Wilson; Mr. and Mrs. J. C. Jackson, Lumberton; Mr. and Mrs. Ralph Rogers, Durham; Mr. and Mrs. T. J. Ham, Jr., Yanceyville; Mr. and Mrs. W. R. Adams, Angier; C. M. Andrews, Burlington; R. P. Lyon, Wadesboro; E. C. Daniel, Zebulon; I. T. Reamer and A. E. Millis, Durham; C. R. Butler, Edward Hood, Tom Hood and Mr. Keen of Dunn.

Dr. Fischelis was luncheon guest of the Executive Committee of the N. C. P. A. following a visit to the School of Pharmacy in the morning. In the afternoon he visited Duke Hospital to confer with I. T. Reamer, Secretary of the American Society of Hospital Pharmacsits.

Top Ten

Based solely on reports sent in to the Association office, the following ten drug stores topped the list of bond sales during the Victory Loan Drive (if your E Bond sales exceeded $14,000, send it in):

(1) White Drug Company, Davidson (C. S. Goodrum), $67,575.

(2) Windsor Pharmacy Co. Inc., Windsor (W. B. Gurley), $38,775.

(3) Person Street Pharmacy No. 2, Raleigh (Hobson Gattis), $33,800.

(4) Fussell Drug Company, Rose Hill (T. E. Fussell), $32,700.

(5) Woolard's, Henderson (E. W. Woolard), $29,225.

(6) Peoples Drug Store, Taylorsville (Rowe Campbell), $21,025.

(7) Tainter's, Marion (E. A. Tennant), $15,950.

(8) Walgreen Drug Store, Charlotte, $15,500.

(9) Parkers Drug Store, Henderson (J. P. B. Connell), $14,425.

(10) Jordan's Five Points Pharmacy, Raleigh (D. L. Jordan), $14,375.

A total of $46,025 in E Bonds was sold by members of the Charlotte Auxiliary. Auxiliary members of the Greensboro Club reported E sales of $15,825. Mrs. J. C. Jackson, President of the Auxiliary, sold $19,900 E Bonds in Lumberton, all of which has been credited to the Auxiliary.

As previously reported, Eckerd's of Durham, led the State in the sale of Roosevelt Bonds on National Drug Store Day. Eckerd's one-day total of $22,950 was followed by the Windsor Pharmacy Company, Inc., Windsor, whose sales amounted to $15,200.

On a county basis, Mecklenburg was far out in front with total E Bonds sold amounting to $167,250. Much credit for the success of the drive in Mecklenburg was due to the constant promotional efforts of C. S. Goodrum, Chairman.

Board Appointments

In accordance with a number of laws enacted by the recent General Assembly, various changes in the personnel makeup of county and district boards of health are now being made. Since we are anxious to know just how many pharmacists receive appointments to the various health boards, we will appreciate the pharmacists so appointed to notify us as soon as possible. A card to the N. C. P. A., Drawer 151, Chapel Hill, will suffice.

Recent appointments that we know of are: R. R. Herring, Oxford; N. O. McDowell, Scotland Neck and Paul Gamble, Monroe.

Paul Webb, Jr., Shelby; Curtis Wrike, Graham and R. I. Cromley, Raleigh.

W. R. Adams, Angier; S. M. Edwards, Ayden and George W. Waters, Jr., Goldsboro.

Emmett Chandler, Leaksville; T. J. Ham, Jr., Yanceyville and Roy Johnson, Asheville.

J. W. Tyson, Greensboro; W. R. Wilkins, Mocksville and A. H. Cornwell, Lincolnton.

At the request of certain individuals, a number of lists of pharmacists have been mailed to various counties. While the Association is glad to comply with such requests, it cannot undertake to recommend any specific person for one of these posts. That is a matter which should be decided locally.

APRIL TIME IS

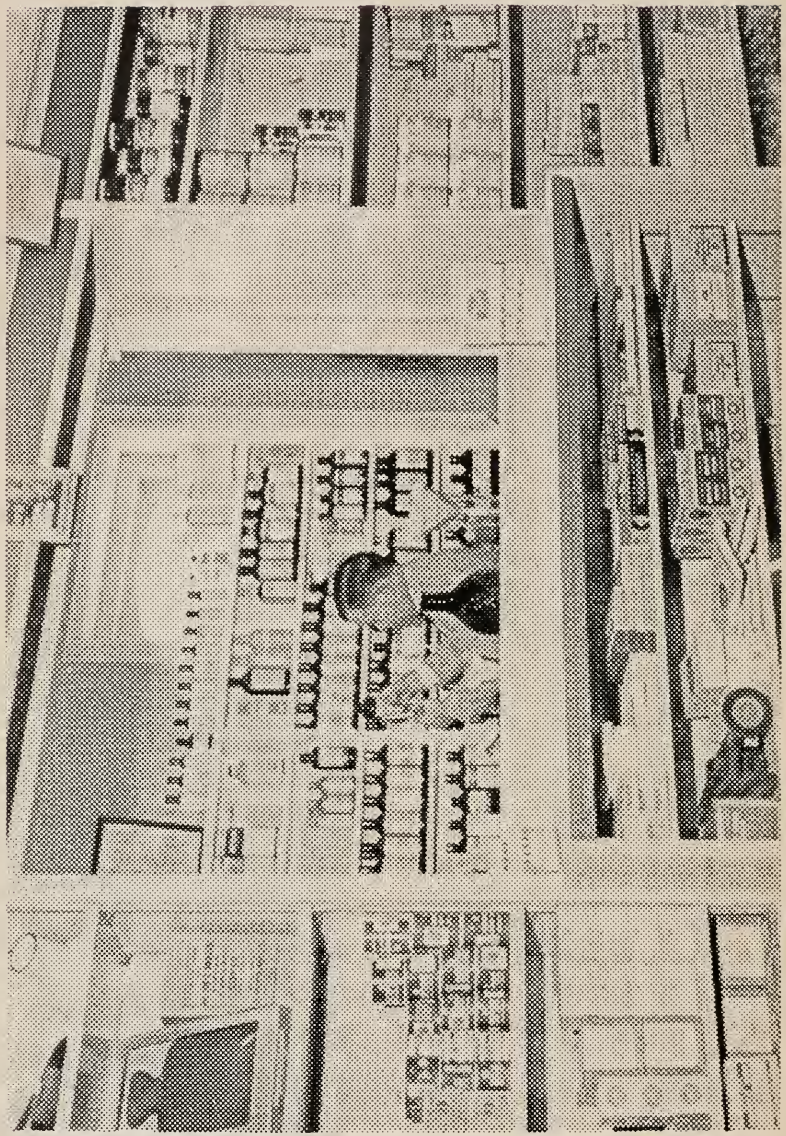
CONVENTION TIME

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.



Curtis and Cobb

Curtis Drug Store, Waynesville's newest business establishment, opened for business December 13th. Zeb Curtis, an employee for many years of Smith's Drug Store, Waynesville, is the owner.

Mr. Curtis has associated with him J. Louis Cobb, pharmacist in charge of the prescription department. In addition to Mr. Curtis and Mr. Cobb, a staff of nine sales persons have been placed in charge of the various departments of the firm.

The building which the store occupies has been completely renovated, with a new front featuring the modernized "half view" show windows.

The tobacco counter is on the right as one enters the store, and then comes the cashier for the soda and tobacco departments. The cosmetic department is next in line with drugs and sundries extending back to the prescription department.

The prescription department is in full view of every customer—see photo on opposite page.

The left side of the store features the soda fountain and two long rows of modern booths with a seating capacity of fifty. The fixtures and arrangements of the store were designed by Walgreen and bought recently by Mr. Curtis while in Chicago.

Shortly after the new concern opened its doors to the public, its owner, Mr. Curtis, said: "The many nice things said about the store during our first week of business makes me realize more than ever the responsibilities placed upon us by the public. We are glad to shoulder this, because we are determined to keep this the most up-to-date drug store it is possible to operate."

J. Louis Cobb, pharmacist, is pictured (opposite page) in the prescription department, Curtis Drug Store, Waynesville. A graduate of the University of North Carolina School of Pharmacy, Mr. Cobb is an experienced pharmacist, having been associated with the Black Mountain Drug Company and other retail concerns.

Zeb Curtis

Film Library Established

Gamble Bowers of the Owens & Minor Drug Company, Richmond, Va., and P. A. Hayes, President of Justice Drug Company, Greensboro, have each donated $100.00 towards the N. C. P. A. Movie Library. Announcement will soon be made of the title and subject matter of the films to be purchased with these contributions.

As previously reported, the Association has available, without charge, two films which it will be glad to book in advance for anyone desiring to show them. The films are: (1) Dream Flowers, a picture showing the production of Opium, and (2) Bill Proctor's Choice, a film of primary interest to high school students. Both films are 16 mm. sound.

Johnson & Johnson has agreed to place a print of their first aid film "Help Wanted" in the library. The film, which runs for 31 minutes, shows the circulatory system of the human body, methods of stopping bleeding from cut arteries and veins, treatment of shock, etc.

PERSONAL

Personal attention to your fire insurance problems—to the writing of your policies—to your fire losses.

The insurance company that gives personal service.

All for your benefit.

☆

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.

CINCINNATI 2, OHIO

☆

Some of Our State Agents
E. F. Rimmer
Box 377
Sanford, N. C.

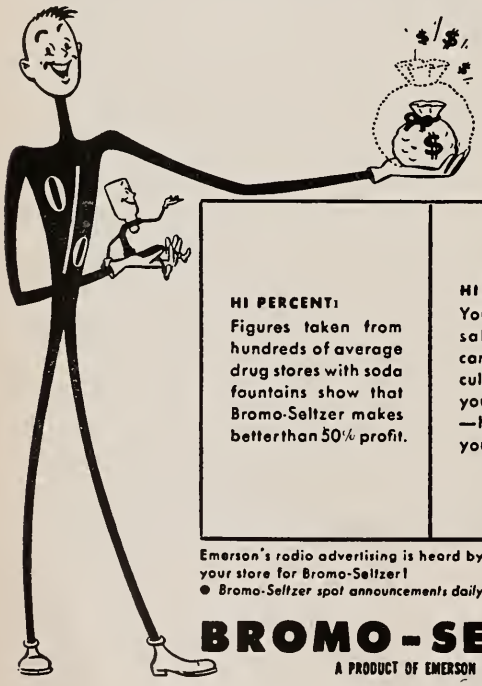
Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

C. B. Miller Scholarship

Two checks totaling $2,150 have been received by the University of North Carolina Pharmacy School from the Goldsboro Drug Company, Goldsboro, North Carolina. The money is to be applied to a fund for the establishment of a permanent scholarship in honor of the late C. B. Miller of Goldsboro.

Mr. B. R. Ward, manager of the drug firm, is to be congratulated along with other members of the Goldsboro Drug Company in establishing the scholarship. After the principal has been increased to approximately $3,000, the interest each year will be sufficient to establish an annual tuition scholarship of $85.00.

During his lifetime, Mr. Miller took a great interest in the Pharmacy School, the Association and his profession, thus it is appropriate his name be memorialized through the establishment of a pharmacy scholarship.



Here are sales facts from HI PERCENT, Profit-pointers that help pay rent... To double your money, here's all you do: Put Bromo-Seltzer to work for you!

HI PERCENT: Figures taken from hundreds of average drug stores with soda fountains show that Bromo-Seltzer makes better than 50% profit.

HI PERCENT: Your Bromo-Seltzer salesman always carries a Profit-Calculator. He can tell you when you order—how much profit you'll make.

HI PERCENT: Here are two important ways to build your profits on Bromo-Seltzer:

1. Keep the Bromo-Seltzer dispenser clean and displayed on back bar of your fountain.

2. Display quantities of at least 3 sizes of Bromo-Seltzer with price tickets on your drug counters.

Emerson's radio advertising is heard by millions of families day after day. It brings customers into your store for Bromo-Seltzer!

- *Vox Pop every Monday night on CBS Coast-to-Coast.*
- *Bromo-Seltzer spot announcements daily on more than 200 stations including the full Keystone network.*

BROMO-SELTZER

A PRODUCT OF EMERSON DRUG COMPANY SINCE 1887

FIGHTS HEADACHES 3 WAYS

Penicillin — Production and Supply

In the face of rapidly multiplying uses for Penicillin, only the most careful distribution and use will enable current production to meet today's demand, warned Lowell P. Weicker, President of E. R. Squibb & Sons, one of the largest Penicillin producers. Demands for this drug, although increasing continually through this, the first year of its general use, will be met when the industry, which is well aware of its national and world-wide responsibility, is able to put new plant capacity into operation and avail itself of new production skills, Mr. Weicker said.

This statement followed the announcement of January 1st that the Civilian Production Administration had resumed allocations of this drug because of local shortages reported in various parts of this country. The basic reason for these shortages which, according to Mr. Weicker, have in no reported instances denied Penicillin to patients vitally in need of the drug, is the fact that whereas less than a year ago it was generally used for only a limited number of infections, it is now being used for many. Mr. Weicker's statement follows:

"A year ago, it was believed generally that the end of the war would find the United States with surplus stocks of Penicillin. Instead, the use of the drug has increased to the point where local shortages have been reported though, fortunately, there is as yet no known case of a patient in vital need having been denied the drug. Penicillin manufacturers are keenly aware of their responsibilities to furnish the drug in greater quantities. Expansion of plants is now under way which will meet demands but, unfortunately, perhaps not in the immediate future. Everything possible is being done to increase production and the Civilian Production Administration has created special priorities for the required materials.

"In the meantime, the public is entitled to a clear explanation. There are a number of factors responsible for the situation. New uses for it are being found almost daily and the requirements are greatly beyond the most careful estimates of a few months ago.

"Allocation of Penicillin was discontinued August 31, 1945, in accordance with WPB's policy of revoking controls when they were no longer considered necessary. Unfortunately, production dropped approximately 10% in September, probably due to a then unpredictable quality in material available for the culture of Penicillin. At the same time, export licensing of Penicillin was discontinued and the export demand increased for UNRRA, Latin American, European and other countries, except for the United Kingdom which meets its own Penicillin requirements. In September, also, the Food and Drug Administration permitted the initial distribution of certified lots of Penicillin Tablets, ointments and other dosage forms which are convenient for patient and physician alike.

"The quality of materials has now improved resulting in some increased production of Penicillin during the month of December. The export licensing of Penicillin was reinstated December 1, 1945 by the Office of International Trade Operations of the Department of Commerce at the request of C. P. A. By agreement with these agencies, the export quota established for December represented a reduction of 15 per cent from the quota established for July and August respectively.

"There appears to be unusually high incidence of respiratory infections this season. Physicians report that many of the cases resemble a mild form of influenza. In the event of a severe influenza epidemic, followed by complications of pneumonia, the quantities of injectable Penicillin may not be sufficient to meet demands throughout the winter."

When asked to comment concerning the newer drug Streptomycin, Mr. Weicker stated that this situation is not comparable to that of Penicillin. Supplies of Streptomycin are extremely limited because large-scale plants for the production of this new drug are in the course of construction.

PROGRAM

Seminar on Modern Pharmaceutical Practice

HOWELL HALL OF PHARMACY, CHAPEL HILL, N. C.
FEBRUARY 17-20

Sponsored by the North Carolina Pharmaceutical Association in cooperation with the School of Pharmacy, University of North Carolina

SUNDAY, FEB. 17, 2:00 P.M.

Registration and visit to laboratories, classrooms and museum, Howell Hall of Pharmacy.

8:00 P.M.

Open House, Library of Howell Hall; introduction of seminar speakers, movies.

MONDAY, FEB. 18, 9:00 A.M.

"Amino Acids, Their Uses and Significance"—M. L. Jacobs, Assistant-Dean and Professor of Pharmaceutical Chemistry, U. N. C. School of Pharmacy.

"Endocrinology"—an illustrated lecture by Doctor Norman L. Heminway, Schering Corporation.

Movie—"Dream Flower" and "Fishing Thrills."

"DDT and Other New Insecticides"—Ira W. Rose, Professor of Practical Pharmacy, U. N. C. School of Pharmacy.

"The Homogenizer and Its Pharmaceutical Uses"—Edward A. Brecht, Associate Professor of Pharmacy, U. N. C. School of Pharmacy.

MONDAY, FEB. 18, 2:00 P.M.

"Trusses"—a three hour lecture-demonstration by T. E. Sommer, The Ohio Truss Company.

MONDAY, FEB. 18, 7:00 P.M.

Buffet Supper and Broadway Handicap.

TUESDAY, FEB. 19, 9:00 A.M.

"Topical Forms of Penicillin"—Henry M. Burlage, Professor of Pharmacy, U. N. C. School of Pharmacy.

"How to Plan for Profit"—C. F. Buck, Eli Lilly and Company.

Movie—"Bill Proctor's Choice."

"A Prescription Clinic"—Professor I. W. Rose.

"The Professional Pharmacists' Library"—Professor H. M. Burlage.

TUESDAY, FEB. 19, 2:00 P.M.

"Isotonic Solutions and Their Practical Application"—Professor E. A. Brecht.

"How to Make Your Store Diabetic Headquarters"—Donald D. Demarest, Beeton, Dickinson & Company.

Movie—"Help Wanted."

"Regulations Governing Sale of Barbiturates and Sulfas"—H. C. McAllister, Secretary-Treasurer, N. C. Board of Pharmacy.

TUESDAY, FEB. 19, 7:00 P.M.

Banquet and Entertainment.

WEDNESDAY, FEB. 20, 9:00 A.M.

"Ph and Buffered Solutions"—Professor E. A. Brecht.

"New Apparatus for Pharmacists"—Professor I. W. Rose.

Movie—"Now for Tomorrow."

Presentation of certificates.

Due to limited hotel space and technical nature of addresses, registration limited to pharmacist-members of the North Carolina Pharmaceutical Association.

Pharmacy for Sale

On the opposite page appears a "Pharmacy for Sale" questionnaire, which, when completed and returned to the N. C. P. A., will greatly assist the Association in one of its programs: the sale of existing "for sale" pharmacies to returning GI's.

Currently, the Association has more than a dozen prospective purchasers on its list, many of them veterans who expect to go into business for themselves. While there may be a few locations in the State where new stores are needed, the problem can best be solved by directing these future proprietors to existing stores now on the market for one reason or another.

PHARMACY FOR SALE

Fill Out and Return to

North Carolina Pharmaceutical Association

Drawer 151

Chapel Hill, North Carolina

City or Town Population .....

Trading Area Population .....

Number of Drug Stores .....

Number of Doctors .....

Number of Dentists .....

My lease expires on .....

I have option to renew my lease for another ..... years.

My monthly rent is $.....

If on percentage basis it is .....%

Approx. value of fixtures $.....

Approx. value of stock $.....

CONDITION OF BUILDING:

Fireproof ..... Frame .....

Heated by ..... Stove ..... Circ. ..... Furn.

..... Wood ..... Oil ..... Steam ..... Gas

Location: Main Street .....

Suburban Business District .....

Residential ..... Small Homes .....

Corner ..... Middle of Block .....

Class of Trade:

Transient ..... Neighborhood .....

Farm .....

Control Lines: (Rexall, Walgreen, etc.)

.....

.....

STORE BUSINESS INFORMATION

ANNUAL GROSS SALES VOLUME: 1945 1944

Under $ 20,000 .....

Under $ 30,000 .....

Under $ 50,000 .....

Under $ 75,000 .....

Under $100,000 .....

If over $100,000 my volume is $.....

Average 10-year Gross sales volume $.....

SALES BREAK DOWN ON 1945 SALES:

Prescriptions - - - - - .....%

Drugs - - - - - - - - .....%

Fountain - - - - - - - .....%

Tobacco Products - - - - .....%

Cosmetics - - - - - - - .....%

Proprietor's Name .....

.....

Street Address

SERVICE FACTORS:

	Yes	No
Charge Accounts	.....	.....
Delivery Service	.....	.....
Postal Station	.....	.....
Utilities	.....	.....
Money Orders	.....	.....
Bus Tickets	.....	.....

Will you sell on fixture appraisal plus inventory of salable merchandise? Yes ..... No .....

If you require good-will what value do you place on it? $.....

If you wish to sell without inventory what is your price $.....

TERMS OF SALE:

Cash only ..... 50% Cash .....

40% Cash ....% Cash .....

Monthly Payments ..... Interest on Balance $ ..... Bal. .....%

Would you be interested in a partnership? Yes ..... No .....

Store Name .....

City .....

NOTE: The above information will be made available only to bona fide purchasers.

INTRODUCING

Combisul - TD

(equal parts of sulfa*thiazole* and sulfa*diazine*) **in one tablet**

TO REDUCE RENAL TOXICITY INCIDENT TO SULFONAMIDE THERAPY

Recent experimental and clinical studies[1,2] prove that administration of sulfathiazole and sulfadiazine in combination in equal parts reduces renal complications such as crystalluria, hematuria and urinary tract blockage, and is much safer than either drug used alone in whole dosage. Simultaneously, antibacterial activity and therapeutic efficacy are maintained.

COMBISUL-TD presents 0.25 gram sulfathiazole and 0.25 gram sulfadiazine—a total of 0.5 gram per tablet. No signs of renal toxicity have been encountered by use of this mixture and even crystalluria is infrequent. The indications for, and dosage of, COMBISUL-TD are the same as for either drug administered alone. Meningitis is an exception, for which COMBISUL-DM, a combination of 0.25 gram sulfadiazine and 0.25 gram sulfamerazine is available.

COMBISUL-TD available in 0.5 gram tablets. Bottles of 100 and 1000.
COMBISUL-DM available in 0.5 gram tablets. Bottles of 100 and 1000.

1. Lehr, D.: Proc. Soc. Exper. Biol. & Med. *58*:11. 1915.
2. Lehr, D.: In press.

Trade-Marks COMBISUL-TD and COMBISUL-DM — Reg. U. S. Pat. Off.

SCHERING

Schering CORPORATION · BLOOMFIELD, N.J.
IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL

Gamble Bowers II

Upon learning that Gamble Bowers II, son of our friend, "Jim" Bowers of Owens-Minor Drug Company, had been discharged from service, we wrote to him immediately requesting his service record, and a photograph to accompany our story. Gamble very graciously complied with our request, and since we can find no better words with which to review his admirable service record, we are quoting from his letter:

"I entered the Navy April 1, 1944 as a Lieutenant (jg); took my indoctrination at Hollywood, Florida, and after being there for two months, went to Harvard to the Naval Communication School. Upon completing this course, I was sent to Norfolk, Virginia, for two months until my orders arrived to report to Seattle, Washington, in connection with the commissioning of my ship, the USS Audubon, APA 149. The ship was commissioned on December 20, 1944, and after a month or so of running up and down the West Coast, we started West with a load of WAVES to Hawaii. From Hawaii, we took part of the Tenth Army to Okinawa during the invasion. After the Okinawa campaign, our main job was carrying troops from the States out to the forward area. My orders to be discharged were received in October, 1945, and I was separated on November 7th.

"Being in the Navy was a good experience. I am glad I had it, and am also happy to be out."

Gamble is associated with his father in business at the Owens-Minor Drug Company, Richmond and is managing the firm while his father enjoys a stay in Florida.

GAMBLE BOWERS II

Durham Files

Congressman Carl T. Durham has filed his official notice of candidacy with the State Board of Elections in Raleigh for another term in Congress from the Sixth District. He has been a member of Congress since 1938.

WHITE'S
Flavor-Rich
ICE CREAM
Deliciously Different

Are You Between Ages 60 and 66?

Your Association has arranged with the Inter-Ocean Casualty Company, which is writing your Group Health and Accident Policy, to accept Association members until March 15, 1946, who are over 60 and have not passed age 65, nearest birthday.

This will give quite a few of our members a chance to procure this liberal protection, who were eliminated under the first plan.

THIS OFFER EXPIRES MARCH 15, 1946.

After You Own A Policy

No matter what age you are when you buy the N. C. P. A. Group, you can continue it indefinitely, without regard to age, so long as you are engaged in your profession of Pharmacy.

THERE IS NO AGE LIMIT FOR THE MAN WHO OWNS A N. C. P. A. GROUP POLICY. Even if you live to be 80 and still work, your policy cannot be terminated because of age.

Cordially,

W. J. Smith, Secretary.

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON, C. C. CARPENTER, LUCAS ABELS

or

F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

Nolle Prosequi

The four-year-old Anti-trust case based upon the indictment found February 6, 1942, against the National Wholesale Druggists' Association, twenty-three wholesale drug corporations and twenty-nine executives, has terminated.

At a session of the United States District Court for the District of New Jersey on January 4, 1946, Hon. Thomas F. Meaney, District Judge, presiding, the Government filed a nolle prosequi (dropped the case) against all individual defendants named in the indictment. Immediately thereafter counsel withdrew the plea of not guilty in the case of each of the corporate defendants; and, with the Court's permission, interposed the plea of nolo contendere. Thereupon, the Court imposed fines upon all of the corporations. The indictment contained only one count, so that $5,000 was the maximum fine which could be imposed upon any corporation. The fines imposed were those recommended by the Government, and ranged from $5,000 to $1,500, aggregating $87,000, and were immediately paid.

In the Court proceedings, Daniel B. Britt, Special Assistant to the Attorney General, represented the Government; and the defendants were represented by James D. Carpenter, Jr., of the New Jersey Bar, and Harold Harper, C. Frank Reavis and Guy C. Heater, of the New York Bar.

Ice Fishing

Mrs. Francis Anderson, better known to our group as Carolyn Cox, is now living in Haslett, Michigan. While she is far removed from the prescription department of McDuffie-Eubanks Drug Company, Greensboro, her former business home, she retains an active interest in the State and her profession.

A short time ago Mrs. Anderson renewed her pharmacy license and her membership in the State Association. In doing so, she attached her check to a most interesting letter regarding "ice fishing" from which we quote:

"We are now living near Lake Lansing which has been frozen over for several weeks. Fishermen drive their cars out on the ice, pitch a shanty, cut a hole in the ice and fish all day. I still think I am 'seeing things' when I look out the windows and see cars parked all over the middle of the lake."

Rogers Drug Incorporates

Rogers Drug Company, Inc., Durham, has been incorporated, the certificate of incorporation being filed in Secretary of State Thad Eure's office in Raleigh, January 19th.

The drug firm has 1,000 shares of stock valued at $100 each, for a total of $100,000 authorized capital stock. Persons subscribing for one share each of the stock are Ralph P. Rogers, Past President of the N. C. P. A., Lucille S. Rogers, and A. H. Graham, Jr.

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

MERIT MADE IT POPULAR

O-N

SKIN ITCH ANTISEPTIC

for itch and burn of ATHLETE'S FOOT
ringworm, poison oak and similar skin irritations

Greaseless! Clean! Fast!

$2.80
Dozen

2 FREE

ADVERTISE

TRADE

BU

VOL

FA

Also S

COLD

$1.20 Doz

Orc

Your

OWEN DRUG COMPANY

CHANDISED

MARK

OFF

L DS

JME

T !

Up On

BLETS

2 FREE

m

ealer

CONSISTENT REPEATER

O-N

for COLD DISCOMFORTS

A REAL MONEY-MAKER

KEEP WELL STOCKED!

Advertised Constantly

$2.80 Dozen 2 FREE

ANOTHER

OWEN

QUALITY PRODUCT

Salisbury, North Carolina

Tuya Spring Deal No. 2481

1 only A Set (Contains Talc, Soap, 4 oz. Cologne)	$ 2.85
1 only B Set (Contains 4 oz. Cologne and Dusting Powder)	3.50
1 only C Set (Contains Toilet Water and Dusting Powder)	4.00
1 only D Set (Contains ¼ oz. Perfume and Face Powder)	4.00
1 only ½ oz. Perfume	4.50
3 only ¼ oz. Perfume @ $2.50	7.50
2 only 4 oz. Toilet Water @ $2.50	5.00
2 only 2 oz. Toilet Water @ $1.50	3.00
2 only 2 oz. Cologne @ $1.25	2.50
3 only Talcum Powder @ $ .50	1.50
2 only Dusting Powder @ $1.50	3.00
	$41.35
Less 40%	16.54
Costs Retailer	$24.81

Tuya is the lilting, lingering, fragrance from Venezuela that has captivated the American public. It is South America's tribute to smart American women. Nationally advertised in all leading women's magazines.

Order today and be prepared for gifts for Easter, Mothers' Day and Graduation. There is no shortage of stocks in the Tuya line.

Distributors

Scott Drug Company

Charlotte, N. C.

Walter Scott Elected President Scott Drug Company

Announcement has been made of the election of Walter Scott to the presidency of Scott Drug Company, Charlotte wholesale drug firm, filling a vacancy caused by the death of John M. Scott.

J. W. Bennick was elected vice-president and J. L. Fesperman, secretary-treasurer.

Walter Scott, the company's new president, has been associated with the firm since his graduation from Virginia Military Institute in 1927. He served four years in the Army Air Forces in World War II, and finished his service with the rank of lieutenant colonel as an inspector general with the headquarters of AAF Air Transport Command. While he was serving in this capacity his duties required travel to all theatres of war.

Mr. Bennick, vice-president, has just completed 33 years with the firm and is the company's general sales manager. He is active in the affairs of the Charlotte Drug Travelers and the Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association. He is prominent in Shrine and other Masonic affairs, a leader in Oasis Temple, and a member of the directive body of Oasis as related to the annual Shrine Bowl football game.

The company's secretary and treasurer, Mr. Fesperman, has been with the firm more than 33 years. He has just been elected treasurer of the Charlotte Drug Travelers. During the last 12 years he has been treasurer of Plaza Presbyterian Church.

Scott Drug Company was originally organized by the late John M. Scott, 54 years ago. The founder was president of the Charlotte National Bank prior to its consolidation with Wachovia and from that time until his recent death was board chairman of the Charlotte branch of Wachovia.

Coming Events

Professional Seminar, Chapel Hill, February 17-20; Annual Convention, Asheville, April 14-16.

EVERFRESH *Products*

are well on their way toward carrying on—through 1946—their annual custom of making each succeeding year their biggest in sales.

EVERFRESH

SACCHARIN

—molded with uniform density to dissolve completely and almost instantly. No excipient is used in ½-grain size—each tablet is 100% pure saccharin. Also, ¼- and 1-grain tablets—100s and 1000s. Prices promptly on request.

THE McCAMBRIDGE & McCAMBRIDGE CO.
Baltimore 23, Maryland Sole Distributors

Reaco

Reaco B-Complex with C Tablets
Reaco A & D Capsules
A. E. P. Tablets
Pyridoxine HCl (B6) 10 mg. Tablets
Pyridoxine HCl (B6) 25 mg. Tablets

Your cooperation in stocking Reaco Products is appreciated.

I. T. REAMER, *Manager* A. E. MILLIS, *Ass't. Manager*

REACO PRODUCTS

P. O. Box 1922
DURHAM, NORTH CAROLINA

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Winston-Salem Apothecary Club

MRS. C. R. WHEELER, *Reporter*

The Apothecary Club held its December meeting in the form of a dinner at the Country Club on the twelfth.

Special guests of honor at this dinner were our husbands and several new pharmacists and their wives who have recently moved to Winston-Salem. Approximately a hundred members and guests attended.

The Club was quite festive with the holly wreaths, red candles and Christmas bells. As each guest arrived they were given a small silver bell on a red ribbon. Only one drew a red bell and to her later in the evening was presented a pair of Nylon hose. So with bells tingling, gay laughter and much conversation, the evening started.

Lyda Fishel and Anna James were in charge of the decorations, the large U shape tables were further reminders of the holiday season.

Agnes Rollins, vice-president, was toastmaster, and introduced the very special honor guests who sat at the speakers' table. Among these were the President of the N. C. P. A., Mr. Wade Gilliam; Mrs. Gilliam; Mrs. H. B. Watson and son; Mr. and Mrs. O'Hanlon; Mr. Rollins; Mr. Darlington; Mr. and Mrs. A. J. Strum and Mr. and Mrs. Sam Welfare.

The food was not only delicious but each course served was beautiful and most appetizing.

Mr. Darlington and Mr. Strum were in charge of the entertainment. Song sheets, shadow printed on each page with a green Christmas tree, were distributed. Mr. and Mrs. Joe Hanrich, local musical artists, assisted by Miss Sarah Haltewanger and Miss Helen Sleigh of Salem College, led us in singing several musical selections appropriate for the Christmas season.

The evening was completed by a prize drawing. Miss Evelyn Salter won the Nylon hose.

Prize Winners

A feature of the 1945 Cosmetic School sponsored by the N. C. P. A. was a "cosmetic quiz," the answers to be mailed direct to Hudnut Sales Company, New York.

Six of the contestants, named below, rated "perfect" with the firm and have been presented with checks in the amount of $5.00:

Mrs. Thelma Senter, Senter's Drug Store, Carrboro; Miss Mae McCraw, Smith's of Spartanburg and Mrs. E. F. Rimmer, Rimmer's Drug Store, Sanford.

Miss Ruby McClain and Mrs. Leonora Thomas, Smith's Drug Store, Anderson, S. C., and Mrs. Lillian Merritt, Sawyer & Moore, Durham.

A New Effective Fungicide

Albert and Zeigler, *Southern Med. Jour. 37,348,44,* propose the following formula as an effective fungicide against athletes' foot and related conditions:

Salicylic Acid	10.0 gms.
Acetone	33.0 cc.
Alcohol (ethyl)	33.0 cc.
Glycerin	33.0 cc.

The salicylic acid is dissolved in the mixture of alcohol and acetone and the glycerin added.

The solution should be applied by mopping the infected area for 2 or 3 minutes and allowing it to dry for five minutes before putting on the stocking. Nearly half the cases were cleared after a single application, all were cleared after 2 or 3 applications at weekly intervals. The application is relatively safe, not irritating, and there is no peeling of the skin.

W. J.: "Jim, you should get you a sponsor for these jokes."

Jim: "I would if the razor blade manufacturers weren't already sponsoring jokes and such."

W. J.: "Why a razor blade manufacturer?"

Jim: "Well, all these jokes are so old they're sprouting whiskers."

Place your order now to be assured of delivery in time for next summer's big soda business.

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.

No. 1250—The STREAMLINER—stainless steel—12 ft. 50 gallon ice cream capacity—complete with beautiful porcelain fired steel counter.

No. 600—The SUPER STREAMLINER — stainless steel—18 ft. 50 gallon ice cream capacity—two storage compartments—two draft stations—two workboards—complete with beautiful porcelain fired steel counter.

CARBONATORS COMPRESSORS
SANDWICH UNITS TOASTER SECTIONS

Designing Service

OLIN A. BERRYHILL

927 POINDEXTER DRIVE
Charlotte 3, N. C.

Phone 8945 If no Answer 4-4761

North Carolina Distributor

Tar Heel News Topics

Durham—I. T. Reamer, Duke Hospital pharmacist, was the principal speaker in Atlanta January 19th at a banquet of the Southeastern Hospital Pharmacy Association.

Dunn—Ed. Hood, son of Mr. and Mrs. Paul Hood, has received his discharge from the Navy after 5½ years of service.

Asheville—J. C. Canipe, Jr., of Boone, says he likes it fine at Salley's Drug Store where he recently accepted a position.

Winston-Salem—Leonard Crumpler, until recently the owner of a pharmacy in Raleigh, is now making his city headquarters as sales representative for Sharp & Dohme.

Durham—Peoples Drug Store No. 2 has been opened by J. B. Polk and J. B. Threatt. The store, located opposite the court house, will be managed by Mr. Polk.

Raeford—Clement Byrd, who sold the Southern Pines Pharmacy several months ago, has accepted a position as pharmacist with Hutchinson's Drug Store.

Chapel Hill—F. O. Bowman has been appointed a member of the Chapel Hill City Board replacing a member who resigned.

Charlotte—James P. Stowe and Company, Inc., one of Charlotte's oldest retail drug concerns, is in new quarters one block nearer the Square than its former location.

Concord—Charlie Williamson recently accepted a position with Gibson's, Inc. For years he operated his own pharmacy in Laurinburg.

Nashville—Frank Cooley, former manager of Walgreen's of Raleigh, has received a discharge from the Navy and is now associated with the Nashville Drug Company.

Raleigh—Henry Dillon, another GI that has donned civilian clothes, is representing Parke, Davis & Company in this area . . . for the time being he is staying at the Sir Walter Hotel, but hopes to move his family from Elkin to Raleigh, Durham or Chapel Hill as soon as a suitable house can be obtained.

Enka—John R. Elson, Jr., after three years in service, has returned to assume his duties as manager of Community Pharmacy. His father, John R. Elson, Sr., managed the business while his son was in uniform.

Red Springs—After a ten-day period in the hospital, John C. Graham has returned home.

McColl, S. C.—Norman W. Lynch has offered his services to help out in the current shortage of pharmacists. For the past several years he has managed a 700 acre farm (Mimosa Plantation) in South Carolina. During the period he kept himself informed on the progress being made in pharmacy by pinch-hitting at McColl's two drug stores.

Hickory—F. Joel Simmons of Conover, after 42 months of service in the United States Navy, has accepted a position with the Hickory Drug Company. One of Joel's first steps after returning to civilian life was to join the N. C. P. A.—a step in the right direction at the right time.

Ridgefield Park, N. J.—A recent addition to the Chemical Laboratory of the Carroll Dunham Smith Pharmacal Company is George H. Windecker, a graduate of the School of Pharmacy, Chapel Hill.

Warsaw—B. C. (Bill) Sheffield is at home on terminal leave after having been discharged at Fort Bragg. Before returning, he was promoted to Captain in the Medical Adm. Corps.

Landis—R. W. Collette has returned to the Hart Drug Company as sales representative in North Carolina. Tom Linn, who has returned to the Linn-Edwards Drug Company, replaces Mr. Collette who consented to help out while Tom was in service.

Durham—Thieves broke into Montague's Pharmacy recently and carried off a quantity of merchandise and a small amount of cash which had been left in the register.

Hickory—According to an ad in *The Hickory Daily Record,* Carl Wolfe and Bill McDonald, proprietors of the Ninth Avenue Pharmacy, filled 27,760 prescriptions in 1945. The 1944 total was 25,902.

You MAKE AT LEAST *53c*
ON EVERY LARGE SIZE SALE!

Norwich
YOUR PROFIT HOUSE

Howell Hall Happenings

ELEANOR HOLDEN, *Reporter*

Winter Quarter began with registration on January 3rd. The enrollment of the Pharmacy School reached a peak of approximately 135. Now that we're back on a peace-time schedule and the enrollment is increasing we see prospects of the "good old days" once again.

Everyone returned in the best of spirits so "Santy" must have properly made the rounds. Quite a number really have their heart in their profession as they reported spending their holiday time by working in various drug stores.

The last regular meeting of the Pharmacy Senate was held on the evening of December 11 with Mildred Lang presiding as chairman. Three new members presented inaugural speeches: Evelyn Blanchard, Wallace; Florence Lee, Mount Dora, Florida; Ellen Macon, Mount Airy.

Kappa Epsilon held its last meeting of the Fall Quarter on the evening of December 10. At this meeting the new officers were formally installed by Doris Bullard. Plans for a tea to be given in honor of the new girls in January were made at this time.

On the evening of December 7, the Pharmacy Girls Association entertained the student body and members of the faculty and their wives with a Christmas party held in the Roland Parker Lounge of Graham Memorial. The lounge was appropriately decorated with crepe paper in Christmas colors, silver bells, and a brightly lighted Christmas tree. Games, dancing, and written contests of Christmas jingles were the highlights of the evening. Those present were delightfully surprised to discover that Santa Claus had previously made a visit only to leave a small gift for everyone beneath the tree. Refreshments of hot chocolate with marshmallows, sandwiches, and cookies were served. The party came to a close with everyone joining in the singing of Christmas carols around the tree. The success of the party was due to each member of the association and to the various committees and their chairmen.

The members of the Dean's Cabinet for 1945-46 have been announced as follows: Betty Hanna, Hickory; Eleanor Holden, Bunnell, Florida; Allen Sinclair, Norwood; Reeves Hawkins, Clyde; Ralph L. Knox, Charlotte. This Cabinet which was first organized in 1943 is a representative group of the students selected to act as a liaison body between the students and the school administration. Many constructive projects have been achieved by this group.

A meeting of the Kappa Psi fraternity was called to order by President Frank Stephens on Friday evening, January 10 in the Horace Williams Lounge at Graham Memorial. The pledges were quizzed on the history of the fraternity. The dates of January 14-18 were set for the initiation of the pledges.

DRUGS & SODA

EQUIPMENT FOR SALE. . . . Your opportunity to purchase a most modern and complete set of fixtures and furnishings of the highest order and, if you so desire, to rent this long-established and well-known location at 903 East Main Street, Durham, North Carolina—"Mac's Drug Store."

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B. C. Sales Conference

The B. C. Remedy Company held their annual sales conference at the Washington Duke Hotel, Durham, December 29th. Business sessions were held during the day, closing with a banquet followed by a dance in the evening.

Congressman Carl T. Durham was principal speaker at the banquet, which was attended by approximately 175 people. Salesmen representing the B. C. Company came from every section of the United States.

Special tribute was paid to members of the organization in the Armed Forces, and those who had received their discharges and resumed their jobs with the company.

Dog Sense

Around the fireplace in a North Carolina house one cold Sunday afternoon, a group of friends were talking about this and that. Nearby a handsome Doberman pinscher was stretched out, apparently asleep. As so often happens, the conversation soon turned to intelligence in dogs.

One of the guests recounted the experience of a friend who found it necessary to place a special lock on his refrigerator after his German shepherd discovered that by prying his nose under the handle he could open the door and help himself. The guest told the story with enthusiasm and animation, using his hands to illustrate just how the dog effected the opening.

At this point the hostess interrupted to say, "Better look out little Pinschers have big ears," at the same time directing the attention of all to the Doberman, who now had his head raised, his ears pricked up, and who was apparently following with considerable interest each word the guest was saying. Everyone laughed, and then the talk changed to something else.

But the very next morning, this guest had a call from his host, who blurted out, "Why couldn't you keep your big mouth shut?" During the night the Doberman had emulated the Shepherd in the story and had done away with an entire leg of lamb and the host was now trying to find out where he might go to have his refrigerator equipped with a dog-proof bolt.

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SERVICE RECORDS

LEE ROY SPARKS, JR.

We find from Lee Roy's service record that he was a very busy man during the three years he was absent from the prescription department of Rogers Drug Store, Durham. His tour of duty included: Ph.M. 2/C V-6USNR at the US Naval Hospital, Charleston, S. C.; Hospital Corps Classes, emergency room and surgical ward duty, Barracks Detachment, Marine Barracks, New River, N. C.; Advanced First Aid, Surgical Ward duty, Field Hospital, Medical Company, Headquarters Battalion at Camp Lejeune, N. C.; Advanced to Ph.M. 1/C. Record Office duty, supervisor surgical wards, Hospital Pharmacy, Master at Arms, Field Hospital, Hospital Corps School, Norfolk, Va. Advanced course for independent duty at the U. S. Naval Hospital, Portsmouth, Va. In Medical Supply at the Minecraft Training Center, Little Creek, Va. Advanced course in Navy property and accounting. Assigned to independent duty on the USS Scoter (AM 381) and did Atlantic duty, Pacific duty, China Sea, Okinawa, occupation of Japan, etc. Lee Roy's authorized ribbons are: Victory Medal; American Area (one star); Good Conduct Medal; Asiatic-Pacific (one star).

Lee Roy was discharged at the U. S. Naval Separation Center, Nashville, Tennessee, and is happily engaged in filling prescriptions at his old stand at Rogers in Durham.

ARCHIE E. MILLIS

Archie entered service July 15th, 1942. He was in the Medical Administrative Corps and served with the 65th General Hospital his total length of service. Was overseas two years and served as Medical Supply Officer, Administrative Supervisor of Wards, and Pharmacy Officer. Archie's rank was that of Captain at the time of his discharge September 24, 1945.

Archie has returned to his position with the Duke Hospital Pharmacy, Durham.

HARRY CLEVELAND TEE, JR.

Harry entered service June 13, 1942, and after receiving his commission from the New York Midshipmen's School in 1943, spent ten weeks in the Sub-Chaser Training Center in Miami. From there he went to the European Theatre of Operations, North African waters. He participated in the Tunisian campaign, landings at Sicily, Salerno, and Anzio. Was Navigator, Gunnery Officer, and performed duties of Medical Officer. Was promoted to Lt. (jg) in April, 1944. Harry had the misfortune to break his leg in Casserta, Italy in July, 1944 and was hospitalized a year and three days, being released from St. Albans, L. I. hospital in August, 1945. After two weeks of temporary duty at Lido Beach Anti-Aircraft Training Center, proceeded to Philadelphia and was separated from active service on November 3rd, 1945. Harry still holds his commission in the Naval Reserves. He is now associated in the drug business with his father at Tee's Pharmacy, Harrington, Delaware.

MAURICE LeROY CABLE

Maurice left Mullen's Pharmacy, Asheville, and entered service November 4, 1942, as a Pharmacist Mate 2/C in the Hospital Corps of the Navy. Promoted to Pharmacist Mate 1/C in 1943 and Chief Pharmacist Mate in 1945. Served in American and Asiatic-Pacific areas. Did Pacific duty on attack transports. His duties were property and accounting, Pharmacy and General Supervision of Sick Bay with some work in the operating room.

During the time he was in service he

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RELIEVES HEADACHES

BC

. . . and soothes Nerves upset by

HEADACHE *and* NEURALGIA

The prescription-type ingredients in the "BC" formula are readily assim[illegible] t's why "BC" offers [illegible] from headaches, [illegible] cular aches and [illegible] ic pains.

Nerves ruffled and upset by minor pains are also gently soothed by the quick-acting "BC" ingredients. Keep a 10c or 25c package handy. Use only as directed. Consult a physician when pains persist.

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DURHAM, NORTH CAROLINA

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visited most of the island groups as well as Japan. The Good Conduct Medal was awarded to Maurice in November this year, before receiving his discharge (points) on November 6th. Maurice is associated with Charlotte Street Pharmacy, Asheville.

HENRY EDWIN SMITH

Henry entered service for one year's military training in March, 1941. The war prolonged this, so that he spent over four years in service, being discharged December 21, 1945. (Nice Christmas present, wasn't it?)

After entering service, Henry worked in the Pharmacy at Hospital No. 1 at Fort Bragg, being transferred from there in September, 1942. After 3 months at Edgewood Arsenal, Maryland, was sent to Camp Butner where he worked in the hospital Pharmacy until discharged in December. Henry was a Staff Sgt. at the time of his discharge.

Henry is returning to civilian pharmacy at Bender's Drug Store, Fayettevile.

ROLAND SCOTT WHITELEY

Roland entered service May 19, 1943, and received his Medical Basic training at Camp Robinson, Arkansas. From September, 1943 to June, 1944 he was pharmacist with the 181st Station Hospital, serving several posts in the States. In June, 1944 he was promoted to Tech. 5th grade. In July he was sent to Camp Barkeley, Texas for Advanced Preactivation Basic. In August he was assigned to the 172nd General Hospital and moved to Brigham, Utah for Parallel Training at Bushnell General Hospital. While there he worked in the Pharmacy, compounding prescriptions and manufacturing preparations. He was promoted to Tech. 4th grade. In November, 1944 went to Port of Embarkation and sailed for India, arriving in Bombay in December of 1944. After spending about 6 months in India and Burma, in June, 1945 he was sent to China on detached service to work in the Medical Supply Depot at Chihkiang. He was promoted to Tech. 3rd grade while in India, the rating he held when discharged.

Roland tells us that his duties in the Medical supply depot consisted of receiving, checking, and storing medical supplies, also filling requisitions and shipping same to medical installations, etc. In September of 1945 he was returned to his organization in Kunming, China where he resumed his duties as pharmacist with the 172nd General Hospital. After being moved to Shanghai, China, he sailed from there November 10, 1945, arriving in Los Angeles December 5, 1945. Was discharged at Fort Bragg December 16, 1945. Roland received the following decorations during the time he was in service: Bronze Star Medal; Good Conduct Medal; Asiatic-Pacific Theater Campaign Ribbon with Three Bronze Service Stars; American Theater Campaign Medal (Ribbon); Victory Medal (Ribbon). Our hats are off to Roland and the others like him who served so faithfully and well during the war.

Roland expects to resume work at the Vick Chemical Company after a short vacation, to which he is more than entitled.

JACK ALEXANDER CREECH

After being inducted at Fort Bragg, November 21, 1942, Jack was sent to Camp Robinson, Arkansas for his Medical Basic Training where he stayed until February 28, 1943. From that time until May, 1943 he was attached to the 114th Station Hospital at Camp Shelby, Mississippi. He was then sent overseas with that organization, landing in Oran, Algeria where he served in the hospital pharmacy as chief non-commissioned officer. In June of 1944 he was shipped from Bizerte, Tunisia to Naples, Italy. He received field commission direct on February 28, 1943 as 2nd Lt. Medical Administrative Corps (Leghorn, Italy), and was then assigned to 33rd General Hospital and Plans and Training Officer. On June 1st, 1945 he joined the 52nd Station Hospital at Naples, Italy, where he served as pharmacy and transportation officer. He left Naples to come to the U. S. A. on July 9, 1945. After landing at Hampton Roads, Virginia nine days later, he was given a 30-day leave. At the expiration of this he was returned to the 4th Service Command Headquarters, Atlanta, Georgia and was assigned to the General Hospital at Camp Butner as pharmacy officer and as-

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sistant commanding officer of the detachment of patients. On December 7th he was sent to the Camp Butner Separation Center and was released from active duty (honorably discharged).

JOHN ALBERT McNEILL

John entered service in February of 1942 and was sent to Midshipmen's School, New York, from April 15, 1942 until August 5, 1942. He was commissioned Ensign upon his graduation. He was then assigned to active duty on the USS Samuel Chase in the Atlantic Fleet. He was then assigned to LCT Flotilla 5 in October, 1942 and sailed from San Francisco in command of LCT 159, which operated in New Caledonia, New Hebrides, and Solomon Islands. He returned to the United States in November 1943 and was given command of LCT Group 1 in Chesapeake Bay area. He was then given command of LCT Group 69 in August of 1944 and operated in the Hawaiian Islands and on to Guam, Ulithi, and the Philippines.

While in service John received promotions to Lieutenant (jg) in July of 1943 and Lieutenant in September of 1944. He received his discharge (points) October 10, 1945.

John is associated with his father in the drug business at Whiteville.

PHIL GADDY

Phil entered service as Hospital Apprentice 1/C, January 29, 1942. He was promoted to Pharmacist Mate 1/C and was then recommended for Midshipmen's School by his Commanding Officer, and received his Commission December 14, 1944.

Phil's overseas duty included 14 months in the European Theatre and 8 months in the Asiatic Pacific.

Since his discharge—November 27, 1945—Phil has been associated with his father in the drug business at Whiteville.

BRYANT MASON STONE

Bryant enlisted at Charlotte in December of 1942 with the rating of Ph.M. 2/C in the Naval Reserve. He was assigned to the Naval Hospital, Charleston, S. C. for 16 months; while there he was elevated to Ph.M. 1/C. Transferred to Camp Lejeune to attend Medical Field Service School. Upon graduation he joined the 2nd Battalion, 29th Regiment, 6th Marine Division, and left by train shortly thereafter for Linda Vista, California, where he was stationed for about 10 days. He sailed for Guadalcanal August 1, 1944 with the Marine outfit, for training there. He says he "crossed the Equator on August 15th and became a 'Shellback.'" Arriving on Guadalcanal August 17th, he entered upon a severe training program with hikes, bivouacing, drillings, forced marches with full packs on one canteen of warm water only per day in temperatures as high as 135°.

When his outfit sailed for the invasion of Okinawa, Rynkyu Islands, Bryant was ordered to stay in the Rear Echelon and set up a sick bay for the personnel (about 134 officers and men). A month after the forward outfit left for Okinawa, he sailed for Guam via the Marshall Islands. He set up a sick bay on Guam and made sick call for his men. When the men returned from combat, everybody worked together in treating the wounded and sick.

Bryant sailed for Pearl Harbor about the middle of October, to be discharged on points. Two weeks later he sailed for San Francisco "and the wonderful sight of the Golden Gate." He crossed country by train and was discharged at Camp Shelton, Norfolk, Va., November 11, 1945 at 11 a.m.

ALLEN MILTON HICKS

Milton entered service November 16, 1942 and after doing ward duty at the U. S. Naval Hospital, Charleston, S. C., was transferred to the Field Hospital at Camp Lejeune, N. C. where he worked in the surgical ward, general ward, laboratory, and also did clerical work in the office. Was then transferred to the U. S. Naval Receiving Station at Philadelphia in April of 1944 and went aboard the USS Day DE 225 the 10th of June, 1944 for independent medical duty. Sailed for the South Pacific October 14, 1944 via the Dutch West Indies and the Panama Canal. He arrived at New Guinea about the middle of December, 1944. From there on the ship took part in three

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invasions on the Philippines and also on Borneo. They did numerous convoy duties, mine sweeping escort duty, and was the first ship to enter Manila Bay after taking it from the Japs. Milton tells us they sank a Jap tug boat in there.

Milton entered service as Pharmacist Mate 2/C; was promoted to Ph.M. 1/C September 1, 1943, and was made Chief Ph.M. December 1, 1944. He received his discharge November 17, 1945.

He is now pharmacist with Eckerd's Drug Store, Charlotte.

FALTON OATS GARREN

After entering service July 25, 1942 and being assigned to the U. S. Navy Hospital Corps, Mr. Garren served on an LST in the European Theatre of Operations, later serving on a DMS in the Pacific. During the more than three years he was in service, he was attached to the Marines for 14 months.

Mr. Garren is now associated with Roy's Drug Store, Greenville, South Carolina.

ALFRED HENDERSON KING

After entering service August 10, 1942 Alfred was sent to Indoctrination School, Notre Dame, Indiana, thence to USNR Midshipmen's School at New York where he was commissioned Ensign December 2, 1942. He received Amphibious Training at Solomons, Maryland. He was then given sea duty as Engineer LCI(G) 437 in the Pacific Theatre—the Marshalls, Marianas, and the Solomons. He was promoted to Lieutenant (jg) March 1, 1944. He was assigned to LSM(R) 405 serving in the Pacific Theatre. He received his promotion to Lieutenant August 1, 1945, just three months before receiving his discharge.

Mr. King is associated with his father in business at the Crabtree Pharmacy, Durham.

FOSTER JOEL SIMMONS

Joel entered service in July of 1942, and after having duty at Newport Naval Hospital, Newport, R. I., and attending Motor Torpedo Boat School at Melville, R. I., he was sent on sea duty with the Motor Torpedo Boats in the Pacific. After serving at Tulagi, Guadalcanal, Bougainville, he was returned to the States where he went to school at Rensselaer Polytechnic Institute at Troy, New York. He then was sent to Newport Naval Training Station at Newport, R. I. to train with the crew of the new heavy cruiser, the USS Macon. He spent several months there and in August of 1945 went to Philadelphia as a part of the crew for the commissioning of the ship. He then went to Cuba on the Macon for the shake-down cruise which lasted a month. For the remainder of Joel's service record, we would like to quote direct from his letter: "We returned to the States at Philadelphia Navy Yard at 1 P.M., Sunday, December 9, 1945. At 2 P.M. the same date I was on my way to the Separation Center at Bainbridge, Md. I received my discharge from the Navy at 12:45 P.M., Wednesday, December 12, 1945. I am now a CIVILIAN."

Board of Pharmacy Meeting

The next meeting of the North Carolina Board of Pharmacy for the purpose of examining applicants for license will be held at Howell Hall of Pharmacy, Chapel Hill, N. C., at 9 a.m., March 26-27, 1946.

Applications for admission to the examinations should be filed thirty days in advance with H. C. McAllister, Secretary-Treasurer of the N. C. Board of Pharmacy, P.O. Box 471, Chapel Hill, N. C.

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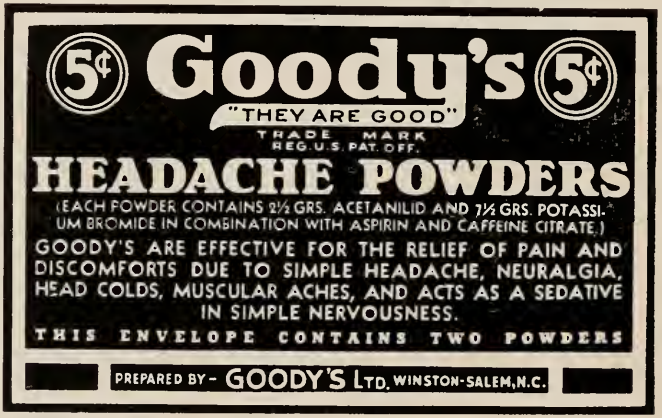

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Second Lt. Frank Fowler Roberts, USMC

Lt. Roberts, son of Pharmacist and Mrs. H. E. Roberts of Marshall, was killed in an airplane accident in the vicinity of Chibo, Japan, November 26, 1945. The parents received the message on the 29th of November.

Lt. Roberts had attended Oak Ridge Military Institute before entering the service in 1943. After training at various bases in the United States until May of 1945, he was sent to Okinawa. He had completed a number of combat missions before the war ended. Soon after the end of hostilities, he was sent to Japan and had been serving there since.

Lt. Roberts had made tentative application to enter the School of Pharmacy with the January 3rd class.

Claude Fuller Shelton

C. F. Shelton, age 58, died at his home in Fairmont on January 12 after an illness of several months. Interment was in the cemetery at Chadbourn where Mr. Shelton formerly lived.

He was a graduate of the University of North Carolina School of Pharmacy, class of 1905, and entered business in Chadbourn that same year. He moved his family to Fairmont in 1936 where he became associated with the Fairmont Drug Company.

Claude Durham

Claude Durham, father of Congressman Carl T. Durham, died January 12 at his home near Chapel Hill. He would have been 88 years old January 22. Death was attributed to infirmities of old age.

Thomas W. Lee

Thomas W. Lee of Dunn, an associate of the G. K. Grantham Drug Company for many years, died January 19th in Richmond.

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The Carolina
JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

LT.-COMDR. J. W. PIKE, JR., Concord

(Page 79)

bruary, 1946

ne XXVII Number 2

PRE-CONVENTION REPORT
SEMINAR DETAILS
AN UNUSUAL EXPERIENCE

Restoration

Welcome home are the many pharmacists who served as pharmacist's mates, hospital apprentices, and army technicians. Their splendid service in the Armed Forces is reflected in countless lives saved on many fronts. Set aside are their insignia, which will endure as sacred mementos of the years of trial just passed. Instead, they are restoring the familiar certificate of registration, symbolic of their rights and privileges as registered pharmacists.

Frequently remote from their bases, the men in the pharmaceutical branches of the services made the best of what they had. Often there was no doctor within call. There was no near-by, friendly service wholesaler from whom they could quickly obtain needed pharmaceuticals and biologicals. There was no well-informed representative from the pharmaceutical laboratories to supply facts they desperately needed to know. To them this experience vividly illustrates the functions of the physician, service wholesaler, manufacturer, and retail pharmacist. More clearly than ever they recognize the importance of the service that each performs. This recognition of interdependence is the foundation upon which the Lilly Policy rests. For over fifty-one years the Lilly Policy has steadfastly pointed the way to sound interprofessional relationships.

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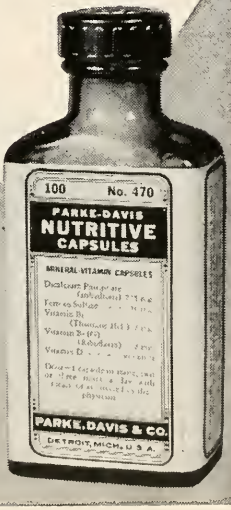

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

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AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII FEBRUARY, 1946 No. 2

Set the Right Pattern

Pharmacists in general will vigorously applaud the action of the Board of Pharmacy in announcing a more aggressive policy in dealing with willful violators of the Pharmacy Act. War-time conditions necessitated leniency on the part of the Board, but since these same conditions are being rapidly altered, mainly by the return of our pharmacists, the Board is to be commended for its proposed program.

The Board now has something which has been lacking in the past—sufficient finances to employ and maintain a staff of field men to visit the pharmacies of the State; funds with which to make the necessary inspections, and where necessary, to employ competent counsel to institute legal action.

The present understanding is two pharmacists will be employed on a full-time, twelve months' basis to do the necessary inspection work. When legal action has to be resorted to, the Secretary-Treasurer of the Board, Mr. H. C. McAllister, will take over with the assistance of whatever legal counsel is deemed necessary. If persistently followed, this program is bound to bring results.

The Board deserves the support of every pharmacist interested in the health and welfare of the public; of every pharmacist who values his license; of every pharmacist who thinks of Pharmacy as a profession and not a trade. A non-cooperative, "don't care" attitude will seriously handicap the Board in its desire to properly discharge the responsibilities delegated to it by the State.

The Board has already instituted legal action in one case; others will follow. While most situations will doubtless be corrected without having to resort to the courts, unfortunately in some cases warrants, not warnings, will be the only answer.

The immediate months ahead will be terrifically important ones. We're all pulling for the Board to set the right pattern.

No Alibis

"If you think fine fixtures and plate-glass mirrors are necessary to make a good drug store, you'll be disappointed. We haven't any, but we can surely give you service." So runs an ad which appeared in the *Moore County News* (Carthage) over the name of West End Pharmacy.

J. F. Smith, the pharmacist-proprietor, says: "In a little brick building, unpretentious and ordinary, is a drug store unique in its completeness. To those passing by, it appears to be 'just another one-horse store' in a tiny village, however, between its crowded walls is a wealth of merchandise of all descriptions."

"The West End Pharmacy," Mr. Smith says, "is more than just a drug store. It's a drug store which has the goods instead of an alibi."

Convention Plans Underway

Mrs. J. C. McGee and Frank Pender Head Local Committees

As announced last month "April Time is Convention Time," and if advance registrations continue at the present rate, the Association will stage one of its largest annual meetings in Asheville, April 14-16, at the George Vanderbilt Hotel. While complete details of the business and entertainment program will not be announced for several weeks, sufficient plans have been completed at this time to give our readers an inkling of what is in store for them.

A feature of the business program will be an "Open Forum" conducted by John McPherrin, Editor of *The American Druggist*. The Forum consists of four speakers (retailer, wholesaler and manufacturer), with Editor McPherrin acting as moderator. Each speaker is allotted fifteen minutes to make his opening remarks.

After the four men have spoken, a question period begins, during which McPherrin asks each speaker questions that have been written by members of the audience on special forms supplied to them before the meeting.

A party for returned servicemen is planned for the night of April 14th at which time suitable recognition will be accorded individuals participating in the various war bond drives sponsored by the Pharmacy for Victory Committee of the N. C. P. A.

Monday night, April 15, a giant bingo party and a dance will be held in the ballroom of convention headquarters. Music for the dance will be furnished by Dean Hudson's Orchestra through the courtesy of The House of Lance, Charlotte.

According to J. Floyd Goodrich, Secretary-Treasurer of the Traveling Men's Auxiliary, the T. M. T. entertainment this year (Tuesday night in City Auditorium) "will surpass anything offered before by the organization." B. L. Meredith of Asheville, assisted by Jimmy Darlington of Winston-Salem, will have charge of the T. M. A. entertainment program.

Frank H. Pender has been appointed Local Secretary to handle details of the various entertainment programs to be scheduled for the visiting delegates. He will be assisted by more than a hundred committeemen. Mr. Pender is associated with the Asheville Pharmacy.

Mrs. J. C. McGee, Executive Chairman of the Asheville Woman's Auxiliary, has announced the program of entertainment for the visiting ladies. Monday afternoon will be featured by a luncheon on the roof garden of the Battery Park Hotel, a tea at Grove Park Inn and a visit to the Homespun Weavers of Biltmore Industries.

Tuesday afternoon a bridge-luncheon is planned at the Biltmore Forest Country Club and plans are taking shape for a visit through the world-famous Biltmore House and Gardens.

Mrs. McGee says all the chairmen of the various committees are keyed up with eagerness to welcome the visiting ladies and are determined to see they have an enjoyable convention holiday.

Meetings of the Woman's Auxiliary and the Traveling Men's Auxiliary have been scheduled in the George Vanderbilt Hotel. The ladies will meet Monday morning for the transaction of business, an important part of which will be consideration of a new constitution reproduced elsewhere in this issue of the JOURNAL. The T. M. A. session will be held Tuesday morning, April 16.

Although all rooms at the George Vanderbilt have been reserved for the convention, suitable accommodations may still be obtained at one of the following hotels: The Battery Park, The Langren, The Asheville-Biltmore or The Manor. The Battery Park is located one block from convention headquarters; The Langren and The Asheville-Biltmore are less than a five-minute walk from the Vanderbilt. Although The Manor is an excellent place to stay, it is not recommended unless an automobile is available. The Manor is about two miles from convention headquarters.

The Case of the Vanishing (?) Druggist

The January 14th issue of *Time* published a brief editorial entitled "The Vanishing Druggist" which many of our readers have commented about, mostly unfavorably. The editorial was as follows:

"Is pharmacy a dying trade? Last week the *American Druggist*, totting up the evidence, said gloomily: well, unless something happens—. About 14% of the nation's 75,000 practicing pharmacists are over 65. During the past four years, less than half the normal number of pharmacy students have graduated. Of the 10,000 licensed druggists in the armed forces, 2,000 will never return to civilian mortars and pestles. One trouble: the rise of the glittering emporium-type drugstores and the fact that pharmacists have to double ingloriously as sandwich cutters and alarm-clock salesmen.

"Several uneasy pharmaceutical groups are working energetically on: a complete shake-up of pharmacy colleges; a revised, realistic curriculum and fresh faculty blood; a publicity program to boost respect for pharmacy and attract young druggists."

Several pharmacists in the State did not let this misinterpretation of facts go unanswered. One such letter written by I. T. Reamer of Duke Hospital is reproduced below:

Time, Inc.
Chicago, Illinois
Gentlemen:

Your reference to "The Vanishing Druggist" in the January 14th issue under MEDICINE has irked me.

Due to the war effort, American Pharmacy has suffered in the same ratio as other professions. Under the able leadership of Doctor Robert P. Fischelis, Secretary of the American Pharmaceutical Association, we are headed for the best pharmaceutical service in the history of our country.

Our sights are high; standards are being raised in all branches of our profession. Hospital pharmacists from every state in the Union, along with members from Honolulu, Panama, Mexico and Canada have organized the American Society of Hospital Pharmacists and as Secretary my records show a trend of expansion for the best pharmaceutical service ever known for hospitalized patients in civilian and government hospitals.

Pharmacy and Pharmacists are not dying. They are just beginning to S-P-R-O-U-T.

Sincerely,

I. T. Reamer, Pharmacist.

In reply, Mr. James A. Linen, Publisher of *Time*, wrote as follows:

"*Time* has long been proud of its system for checking the accuracy of its editorial material and of the results of that checking. In the case of our story entitled "The Vanishing Druggist" in our January 14th issue, that system certainly misfired. Our interpretation of the *American Druggist* was at complete variance with the facts.

"Attached(*) is a tear sheet from next week's 'Letters' column reprinting a letter from Ivor Griffith, President of the Philadelphia College of Pharmacy and Science, and comments from *Time's* editors. We sincerely hope that this will contribute to correcting our mistake and setting the record straight."

*** To TIME'S Medicine Editor, who misinterpreted American Druggist's editorial, a monstrous dose of ipecac. Pharmacy has probably been no more worried than other professions whose practitioners and students went off to war when practice was expanding."**

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Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

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Pharmacists Return to School

Professional Seminar Well Attended

The first annual seminar on modern pharmaceutical practice is past history, but the fifty plus pharmacists who attended the three-day school will not forget the lecturers, the up-to-the-minute presentation of such subjects as "isotonic solutions," "Ph and buffer solutions," "incompatible prescriptions," "trusses," etc. This latest effort of the N. C. P. A. was strongly endorsed by the registrants and a request made for a continuation of such schools in the future.

According to one pharmacist "just returning to School made me feel twenty years younger." And, if note-taking is considered a criterion for successful class work, the pharmacists should rate "perfect" on this score, as many of them completely filled note books provided for this purpose.

Registration started Sunday afternoon, Feb. 17, in the Pharmacy Building followed by a brief night session during which several of the seminar lecturers were introduced to the visiting pharmacists. Johnson and Johnson's first-aid film "Help Wanted" was shown at this time.

Monday morning, Feb. 18, the second session got underway promptly at 9 A.M. For the next four hours the registrants listened to a continuous series of addresses, all relating to the practice of pharmacy. M. L. Jacobs, Assistant-Dean and Professor of Pharmaceutical Chemistry, U. N. C. School of Pharmacy, led off with a discussion of "Amino Acids, Their Uses and Significances."

He was followed by Dr. Norman L. Heminway, who discussed "Facts and Fallacies in Endocrinology." Dr. Heminway, a member of the promotional staff of Schering Corporation, was Surgeon of the Greenland Base Command during the earlier part of the war and later was made Hospital Ship Commander of the USAHS Wisteria.

An educational movie "Dream Flower" and a thrill-packed film on fishing, which Moss Salley of Asheville said "made my mouth water," followed Dr. Heminway's lecture.

Professors I. W. Rose and E. A. Brecht of the Pharmacy School faculty closed the Monday morning session by discussing two subjects of present-day interest. Professor Rose's subject was "DDT and Other New Insecticides." The various sorts of formulations on the market and their relative effectiveness was discussed by the speaker.

Professor Brecht demonstrated the use of two homogenizers and prepared a number of emulsion and suspension prescriptions.

The entire afternoon session was turned over to Mr. Thorvald E. Sommer, Director of the Surgical Appliance Clinic, Ohio Truss Company, Cincinnati, Ohio, and Collaborator, Northwestern University Hernia Clinic. Mr. Sommer outlined in detail the various steps to take in establishing a truss department, how to determine the proper truss to sell, how to secure a perfect fit, patient psychology, pricing, records, etc.

Other surgical appliances, such as elastic belts and hosiery, were demonstrated by the speaker, and recommended procedures for stocking and selling this class of merchandise was given.

Monday night the registrants attended a barbecue supper at Brady's following which a series of horse races were staged as a prize award event.

Henry M. Burlage, Professor of Pharmacy, U. N. C. School of Pharmacy, discussed "Topical Forms of Penicillin" to initiate Tuesday's session. Each registrant received a mimeographed list of various Penicillin prescriptions illustrating the use of this drug in drops, troches, inhalations, etc.

Mr. C. F. Buck, a graduate of the South Dakota State College of Pharmacy and an associate of Eli Lilly Company, Indianapolis, in the Trade Relations and Advertising Department, presented an illustrated lecture on "How to Plan for Profit." By means of a diagram in the form of a wheel with spokes, Mr. Buck outlined the various steps necessary for establishing a pharmacy and discussed some of the basic fundamentals

necessary to insure permanency of the institution.

Following another movie, the registrants were treated to an interesting and instructive lecture by Professor Rose, entitled "Prescription Clinic." During the course of the lecture, more than 25 incompatible prescriptions were considered and in each case, suggested compounding procedures were given.

During the course of his lecture on "Isotonic Solutions" presented during the afternoon session, Professor Brecht outlined a practical method of adjusting the osmotic pressure of solutions to be used by hypodermic injection, to be used on nasal membranes, and in the eye.

Donald D. Demarest, Divisional Sales Manager of Becton, Dickinson & Company, discussed "How to Make Your Store Diabetic Headquarters." Following his talk, Mr. Demarest presented each registrant with a booklet outlining the necessary steps to take in obtaining the business of the diabetic (2% of population).

"Now for Tomorrow," the recently released Owens-Illinois Glass Company movie on remodeling, was shown by S. M. Edwards, Charlotte Branch Manager, who discussed some of the reasons for producing such a film. Since the movie will be shown at the N. C. P. A. Convention in April, additional pharmacists will soon be able to view this film.

A discussion of "Regulations Governing the Sale of Barbiturates and Sulfas" by H. C. McAllister, Secretary-Treasurer of the Board of Pharmacy, closed the afternoon session.

Following a banquet at the Carolina Inn, the entire seminar group gathered in the auditorium of Howell Hall to witness a "magic show" by Thomas R. Hood of Dunn. For more than an hour, Mr. Hood kept his audience in suspense by a continuous run of disappearing acts and card tricks. At the conclusion of the show, Mr. Hood was vigorously applauded for his contribution to the seminar.

Lt. D. H. Hood of Dunn, back in this country after several years, accompanied his Uncle to Chapel Hill, and was introduced to the audience as "one of the few pharmacists to be commissioned in the Pharmacy Corps."

"Ph and Buffered Solutions," a lecture by Professor Brecht; a discussion of minimum equipment by Secretary McAllister; a talk on "The Professional Pharmacists' Library" by Professor Burlage and presentation of certificates by President Gilliam closed the seminar on Wednesday.

Mrs. Joe Tunstall of Washington, Mrs. W. A. Ward of Swannanoa, Mrs. Moss Salley of Asheville and Mrs. W. L. West of Roseboro accompanied their husbands to Chapel Hill and were guests of Mrs. W. J. Smith at a dinner party at the Carolina Inn on Monday night.

(Continued on Page 71)

Seminar Registrants

J. W. S. Biggs, Greenville; J. Y. Farrington, Thomasville; C. N. Smith, Washington, D. C.; E. W. Woolard, Henderson and Sam Welfare, Winston-Salem.

D. D. Hocutt, Henderson; Hary Walker, Norlina; Moss Salley, H. L. Bishop and C. E. Ingle, Asheville; Octavus Griffin and Alfred Martin, Roanoke Rapids.

T. J. Ham, Jr., Yanceyville; Lee Roy Sparks, Jr., Durham; John Henley, Cary; W. M. K. Bender, Fayetteville; C. M. Andrews, Burlington and W. J. Sheffield, Durham.

J. A. Way, Jr., W. A. Gilliam and Carlton Robinson, Winston-Salem; J. S. Selden, Weldon; J. W. Martin, Macclesfield; Roger A. McDuffie and Miss Laurel Williams, Greensboro.

J. A. Creech, Salemburg; T. R. Hood and Lt. D. H. Hood, Dunn; J. R. Elson, Jr., Enka; W. Y. Whitley, Fremont; George W. McLean, Raeford and Reid B. Grantham, Red Springs.

Graham Culbreth, Southern Pines; R. C. Scharff, Norfolk; Paul Gamble, Monroe; W. R. McDonald, Jr., Hickory; L. A. Wharton, Gibsonville and W. A. Ward, Swannanoa.

A. Kirk Hardee, Jr., Charlotte; M. A. Nicholson, Troy; W. L. West, Roseboro; C. Anthony Johnston, Littleton; W. G. Thomas, Varina; W. R. Richardson, Boone and J. P. Tunstall, Washington.

THE SECOND $100

Many of the N. C. P. A. members who have availed themselves of the group health and accident policy, are entitled to an additional $100 of monthly indemnity.

This can be purchased at the same rate as the first $100 you already have, or you can get that second $100 at a lower rate by taking a policy with a longer elimination period. Thus, you are protected by a larger amount of monthly indemnity, for that long period of disability. It's worth thinking about.

The time is nearly here when uninsurables can no longer buy this protection.

Cordially,

W. J. Smith, Secretary.

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON, C. C. CARPENTER, LUCAS ABELS

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F. W. SARLES, State Manager

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An Unusual Experience

Contributed by C. Macbeth Cain
Henrietta, N. C.

About thirty years ago a customer of mine came into the store one Saturday evening and presented me with a slip of paper. This was from a dentist requesting the pharmacist to prepare a capsule of three grains of calomel with a little rhubarb and compound extract of colocynth, which the customer said he was instructed to take that night before retiring.

The capsule was prepared and given to the customer. In the course of our conversation the customer told me that the dentist had filled several minor cavities, and had brushed up his teeth in a general overhauling that day, and that on account of some unusual appearance of his gums and mouth, the dentist had instructed him to take this dose to assist in clearing the local trouble from a systemic standpoint.

The customer departed and the incident was dismissed as of the ordinary routine of the drug business. I was out of the city the following Sunday. Upon my return to the store Monday morning, a mutual friend of the customer and myself was waiting for me and informed me that the customer had been rushed to a hospital; was in a critical condition; and that a preliminary diagnosis indicated acute mercurial poisoning—probably bichloride of mercury.

It happened that I was personally acquainted with the hospital physician in charge of this patient—he was formerly a pharmacist with whom I had worked—and I communicated with him immediately. He informed me that the patient's condition was serious; that they had, up to that time, concentrated on a symtomatic treatment; that the hospital staff was not certain of the real cause of the trouble and were proceeding with an effort to determine what was really wrong. He told me that he would keep me informed of developments.

Monday afternoon he phoned me that diphtheria lesions, etc. had showed up sufficiently to determine quite positively that they had found the "culprit" and that they had already administered ten thousand units of antitoxin with a favorable reaction. Thirty thousand or more units were given in all, with the patient making a successful recovery.

Now, we come to the most unusual and most interesting thing about this case. About one year after this incident, this particular individual went to a dentist in another city and had similar dental work performed. Within less than 48 hours he developed the same set of symptoms; was taken to the same hospital and physicians; treated for diphtheria in the same manner as formerly, and again recovered.

Not relevant to this discussion but a good "$64 question": Formerly it was taught that diphtheria was an aerobic (or oxygen necessary) bacteria performing germ. Could it be that this germ is also facultative aerobie (dual aerobic and anaerobic [non-oxygen]) and was sealed within a tooth cavity upon the original visit to the dentist, and was released by the other dentist a year later to become active and virulent?

Lunch Line Tangle

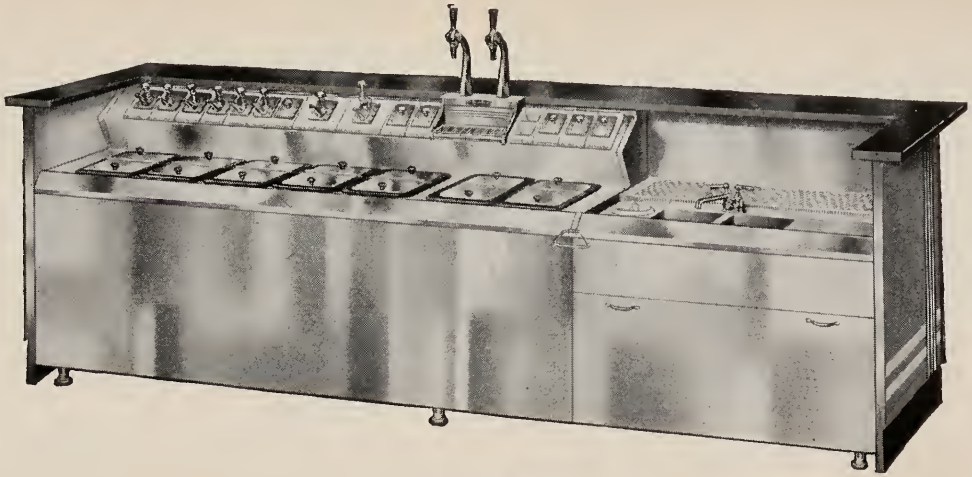
Confusion supreme amidst dollar bills might be an apt description of what occurred at a recent meeting of the Charlotte Drug Travelers.

According to custom, members of the Club lined up in front of the paying table and as each member passed in review, the dollar tariff was deposited with the treasurer.

So far, so good. But trouble developed when another group of businessmen got into the line through mistake, paid the dollar as requested, and, shortly thereafter found themselves in a room with the Travelers, strangers all.

Pretty soon there was a chorus of voices demanding "Whereinell is the door to the street?" A return of dollar bills followed and peace reigned once again.

STANLEY



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With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

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H. C. MCALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

A Statement of Policy

On February 4th a letter was sent from the Board of Pharmacy office to all drug stores in the State. The subject of this letter was a "Statement of Policy." It outlined in brief the approach that the Board of Pharmacy had been compelled to take in regard to the matter of drug store inspection and law enforcement.

The period just passed has been a difficult one in so far as maintaining satisfactory conditions as they relate to the operation of drug stores. More than an average of 12% of our pharmacists were serving with the Armed Forces. This meant that one out of every eight pharmacists was not available for retail practice. In addition to this, there was quite a large influx of population consisting of war workers in our various industrial communities and families of service men around our military installations. As a result, it seemed impossible to find a sufficient number of qualified personnel to render the service that was demanded. Had it not been for the cooperation accorded the Pharmacy Advisory Committee by the Selective Service System in honoring recommendations for deferment, the situation might have become even worse.

Now, six months after the war is over, we find conditions have been relieved to a large extent. Many of our pharmacists have been returned to civilian life. Other pharmacists who had retired or for other reasons were not engaged in practice have become active again. At the present time the total number of pharmacists engaged in retail work is larger than it was prior to the war.

In spite of this condition, we find that a considerable number of drug stores continue to be operated without the services of a licensed pharmacist and in violation of the law. Representation of this fact has been made to the management of these stores and all seem to counter along the same lines, that they are unable to secure licensed pharmacists. In each case they have stated that they are willing to employ any pharmacist whom we might be able to furnish. It should be clearly understood that it is not the responsibility of the Board of Pharmacy to provide pharmacists for these men so that they might meet the requirements of the law. On the other hand, the burden of complying with the law rests with those who undertake to operate drug stores.

The law granting the privileges of operating a drug store incurs certain responsibilities. The chief of these is the protection of the public health. Indeed, this is the only basis upon which any law granting a privilege to any group over that of the public in general is predicated. The Secretary of the Board of Pharmacy is charged by law to see that these obligations

New! Another dramatic "First" for Johnson & Johnson!

BAND-AID* WITH THE AMAZING NEW ANTISEPTIC TYRO-THRI-CIN!

KILLS instead of merely checking **GERM** growth

TYRO-THRI-CIN is a remarkably effective new antibiotic—an organic **antiseptic** compound.

This amazing antiseptic now makes it possible for Band-Aid to give small injuries **added** protection.

Band-Aid is **already** the most popular ready-made adhesive bandage in the country!

Now—with Tyro-thri-cin pad, Band-Aid is going to win more customers than ever before!

BE THE FIRST in your neighborhood to stock this new Tyro-thri-cin Band-Aid. (Comes in 23c size only.)

DISPLAY IT—**push** it—and watch profits jump!

ADVANTAGES OF TYRO-THRI-CIN:

1. **Kills**—instead of merely checking germ growth.
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* Band-Aid is the Reg. Trade-mark of the ready-made adhesive bandage made exclusively by Johnson & Johnson.

JUSTICE DRUG CO.

North Carolina Service Wholesale

GREENSBORO, N. C.

are discharged. It is our purpose to faithfully do this. Not only are we under obligations to protect the public health, but, also, to protect those engaged in the practice of Pharmacy who have made the necessary efforts to comply with the requirements of the law. We also feel this obligation keenly.

While arrangements for all of the facilities necessary to carrying out an adequate inspection program have not as yet been made, it is expected that this will have been done in the very near future. The cooperation of all of the pharmacists of the State is sincerely requested in this program. It is only through your cooperation that it will be successful.

Board of Pharmacy Examinations

The Board of Pharmacy will hold examinations for license to practice Pharmacy in Howell Hall, Chapel Hill, N. C., on March 26-27th. All candidates desiring to take the examinations should forward their application to the Secretary, H. C. McAllister, Box 471, Chapel Hill, N. C.

New Registration

Since last reported in the JOURNAL, the following pharmacists and drug stores have been registered:

Pharmacists Re-registered

W. A. Sample, Statesville; Thomas B. Harris, Canton; E. E. Merrill, Miami, Florida; J. E. Walters (veteran), Wadesboro; J. T. Dillehay (veteran), Graham; A. R. Corbitt, Charlotte; H. O. Thompson, Chicago, Illinois; R. S. Bunn (veteran), Rocky Mount; N. W. Lynch, Tarboro; W. A. Wilson (veteran), Belton, S. C.

Pharmacists Registered by Reciprocity

Irving Tilles, High Point (from New Jersey); T. N. Kearns, Raeford (from Georgia); M. D. Eberly, Charlotte (from Indiana); W. H. Burbage, Albemarle (from South Carolina).

New Drug Store Registrations

City Pharmacy, Newton (corporation dissolved); Taylor's Pharmacy (colored), Tarboro; Jumper's Pharmacy, Black Mountain (change of ownership); Economy Drug Store, Hendersonville (change of ownership); Southern Pines Pharmacy, Southern Pines (change of ownership); Hollowell's Drug Store, Greenville; Moss Drug Company, Cramerton; Sawyer and Moore, Inc., Durham; Overby Drug Company, Angier (change of ownership); Standard Pharmacy, Wilmington (change of ownership); Hand Drug Company, Charlotte (change of ownership); Mountain Park Pharmacy, Hot Springs; Hutchinson's Drug Store, Raeford; Barger-Lingle Company, Faith (permitted physician); Johnson Drug Company, Asheville (change of ownership); Shew's Drug Store, Wilmington; McNeely's Drug Store, Greensboro; Cleveland Drug Company, Cleveland (permitted physician); Elizabeth Drug Store, Charlotte (change of ownership); Langren Drug Store, Asheville; Cecil's Drug Store, High Point (change of ownership); Southern Drug and Medical Supply Company, Durham; People's Cut Rate Drug Store No. 2, Durham; Mooresville Drug Company, Mooresville (change of ownership).

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We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

Comments by P. J. Suttlemyre

"According to some late information appearing in the papers, the left ham of a hog is the tenderest because the hog scratches himself with his right foot." The foregoing news was passed along to us by P. J. Suttlemyre of Hickory who says: "Ethical pharmacists should watch this matter closely and serve only meat from the left ham."

Could You Use 500 Pounds? (of Cash)

Drug Trade News recently reprinted an ad which originally appeared in a Calcutta, India, daily. C. T. Woodward, who is no stranger to the drug trade in and around Greensboro, sent the ad to us but he definitely is not marketing the product in this country. In case you are interested in the 500 pound cash reward for proving the inefficiency of "our most wonderful invention," we suggest you contact the manufacturers.

REWARD £500

You Can Be YOUNG In 24 Hours

"OTOGEN" (VITAMIN TONIC) makes a man or woman look and feel 15 to 20 years younger than the actual age. It is useful for loss of vigour, impure blood, mental and physical exhaustion. It gives good appetite and increases weight from 5 to 10 lbs. within a week. The roses return to your cheeks and your appearance is improved 100%. The brilliance and lustre on your face will be the same as in youth when your skin was smooth and fresh. OTOGEN improves your looks, puts a sparkle into your eyes, rosy colour into your cheeks and lips. It darkens the whitish grey hair permanently for life and gives natural new teeth to the old men.

"OTOGEN" was tried in SWITZERLAND upon an emaciated male patient aged above 100 years. Only by one month's regular use of this marvelous preparation that patient of 100 years age gained the health of a 30 years young man and has recently married a young wife. The actors and actresses of HOLLYWOOD are active, young looking and charming by the use of this medicine even at an advanced age of 80 and 90 years and they are enthusiastically working on the stages. The use of OTOGEN by females in their prime of life guarantees up to the last days of life never fading charms of youth and preserves school girl complexion all along. For Males in their period of youth Otogen wards off premature old age, retains the jet black hair, a bloomy face and a robust health throughout and makes one feel and look several years younger than the actual age.

"OTOGEN" was once put in a glass tumbler for a long time and that GLASS TUMBLER turned to be an unbreakable one and could not actually be broken to pieces though severe strokes had been blown on the same. It has been tested and approved by thousands and thousands in ENGLAND and is now available in India. Commence taking "OTOGEN" immediately and let the results speak for themselves. Moreover before commencing the test, weigh yourself, look in the mirror and observe your appearance. Then at the end of one week look again in the mirror, note exactly how you look and feel and appreciate the effects of taking "OTOGEN."

In order to popularize "OTOGEN" in India the price is to be Rs. 5/—only for a very short period, after some time its original price of Rs. 30/—will be charged. Order today for to-morrow may be too late as there is limited stock on account of war conditions.

GUARANTEE:—A Cash Reward of £500 shall be awarded to any scientist or Medical Man or any of the public who proves the inefficiency of our most wonderful invention.

OTOGEN LABORATORIES (ENGLAND)
13, NICHOLSON ROAD LAHORE
Sold by all Leading Chemists and Stores of Dharamtalla Street, Calcutta

Bags 18-Pound Turkey

If your meat supply is dropping low and you have a preference for wild game, it will pay you to visit W. B. Gurley of Windsor. A friend tells us Mr. Gurley recently bagged an 18-pound turkey with a beard measuring 10½ inches.

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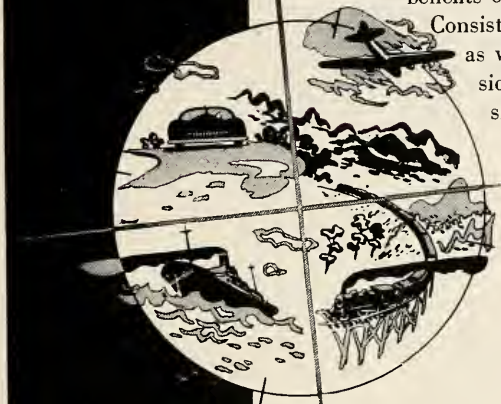
FOR TRAVEL SICKNESS

Investigators in the medical corps of the United States Navy, the British Royal Navy, the air forces and elsewhere have demonstrated that hyoscine (scopolamine), whose effects are afforded by VASANO, is the best single agent for the treatment of all forms of travel sickness.[1-4]

VASANO, Schering's hyoscine and hyoscyamine preparation, brings to civilian practice the proved benefits of this war-time therapeutic advance. Consistently most effective for seasickness as well as a "potent preventive of airsickness" hyoscine causes no harmful side effects in recommended dosage.



Adult Dose: Two tablets or one suppository 1 to 2 hours before departure, repeated in 3 to 4 hours if necessary. A total of four tablets in 24 hours should not be exceeded.

VASANO Tablets are supplied 12 to a box; Suppositories 10 to a box.

1. Holling, H. E.; McArdle, B., and Trotter, W. R.: Lancet, *1*:127, 1944.
2. Hill, I. G. W., and Guest, A. I.: Brit. M. J. *2*:6, 1945.
3. A Critical Study of Seasickness Remedies, No. 4, Royal Naval Medical Bulletin *24*:3, 1943, Abstracted, Bulletin of War Medicine *18*:1242, 1944.
4. Lillienthal, J. L.: Jl. Aviation Med. *16*:59, 1945.

Trade Mark VASANO—Reg. U. S. Pat. Off.

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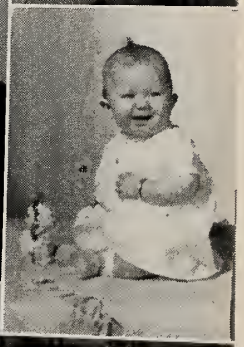
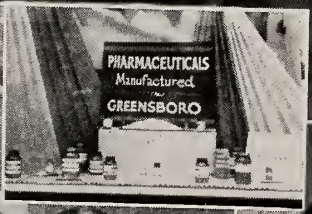
IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL




PHARMACEUTICALS
Manufactured
in
GREENSBORO

Carolina Camera

Comedy star Jack Haley, opposite page, vainly tries to give a reasonable facsimile of Joe E. Brown's famous opening, much to the amusement of the cavern-mouth comedian who recently appeared as Haley's guest on the Sealtest Village Store over NBC.

Center, left to right, Professor I. W. Rose of the U. N. C. School of Pharmacy; Wade A. Gilliam, President of the N. C. P. A.; Doctor Robert P. Fischelis, Secretary of the American Pharmaceutical Association and Professor M. L. Jacobs, Assistant-Dean, U. N. C. School of Pharmacy, are pictured in the Carolina Inn, Chapel Hill. The photo was made just prior to Dr. Fischelis's address to the student body of the Pharmacy School and a number of visiting pharmacists and their wives.

Miss Nancy Ruth Adams, attractive daughter of Mr. and Mrs. W. R. Adams of Angier, is pictured center, right. Mr. Adams was recently named a member of his county's board of health; Mrs. Adams is Chairman of the Constitution Committee, The Woman's Auxiliary of the N. C. P. A.

An attractive window display featuring products manufactured in Greensboro by L. P. Mayrand is shown left, center. For the past several months the display has been rotated among a number of retail stores in Greensboro.

Miss Mattie Lou Bradford, Cadet Charles H. Bradford and Miss Jane Bradford of Greensboro, lower left, pose for a "family photo" while doubtless the proud parents, Mr. and Mrs. C. H. Bradford of Elam Drug Store, look on. Charles is a student at Oak Ridge; Misses Mattie Lou and Jane are enrolled in Lenoir-Rhyne at the present time.

A couple of Jacks who are Jokers. . . . Radio funsters Jack Haley and Jack Benny, lower right, talk shop in the hall of NBC prior to a recent broadcast of Sealtest Village Store. Jack Haley has established himself as a favorite of NBC listeners and plans plenty of fun for Village Store habituees during 1946.

Prescription Pharmacy

Dilworth Pharmacy, Charlotte, recently announced the formal opening of its remodeled and enlarged quarters, as part of an expansion program which includes a new motorcycle, city-wide delivery service, etc.

Mr. Gilbert Colina, co-owner and pharmacist with eight years of experience, will have associated with him Pharmacists Lester Stowe and W. Z. Tingen, all of whom have been closely identified with pharmacy in Charlotte for many years.

Mr. Robert Puig, an associate in ownership, will have charge of the accounting department.

The interior of the store has been enlarged by more than a third of its original space, it has been thoroughly modernized with new fixtures and two new tables.

1846 1946

A Symbol
of a
Century of Service

One hundred years ago the word "Service" was not as predominant in the vocabulary of business as it is today. In fact, few firms advertised "Service" and fewer even thought of rendering it. Life was lived in a more leisurely manner and competition was not severe. Both the shopkeeper and the customer had time to spare. They could sit, talk—and wait, if necessary. Likewise, with merchandise—if the shopkeeper was "short" the customer might just as well do without it.

But not entirely so with the young, energetic and progressive Augustus Bodeker. He, too, could sit and talk on occasion, but first of all his customers had to be "waited on." And if the particular product was not in stock he would cheerfully make it or get it. This spirit of Service was caught by his first clerk—and then others. Soon customers from far and wide came to the conclusion that whatever it might be in pharmaceuticals it could be gotten from Bodekers.

Since then—one hundred years ago—Bodeker has become a Symbol for Service—a Service that will be enlarged during the coming years.

BODEKER DRUG COMPANY

A Century of Service to the Drug Trade

RICHMOND, VIRGINIA

Congressman Durham

There is nothing surprising, of course, in the filing of notice of candidacy by Rep. Carl T. Durham; his neighbors were confident that the Chapel Hill congressman, who as a member of the house military affairs committee has striven so consistently and effectively in the conduct of the war, would himself feel obligated to follow-through in the effort to conserve the peace.

The Durham Herald, which is issued seven days a week to our one, has beaten us to the suggestion that the sixth district should keep him in Congress; but if there is anything Mr. Durham thinks we can do to help him retain the confidence of the voters to which his services entitle him, he has only to ask to have it laid on the line.

For Carl Durham, who would be a splendid representative of this or any other American district at any time, is peculiarly fitted for the job just now. Possessed of common sense, the common touch and gifted with great endurance, he is recognized at Washington as one of the most effective members of his essential congressional committee. The sixth district owes it to the nation to keep him in Congress, even if he had lost something of his abiding interest in the good will and good fortune of his neighbors—which he hasn't.

There is some talk of opposition—when isn't there opposition to any man who holds high and honorable public position?—but it does not appear to be gathering momentum. We predict that it will not—not because Carl Durham is from Orange and admirably suits his immediate homefolks, but because he is as good a congressman as there is on Capitol Hill and the voters realize it.—*The News of Orange County.*

Completes Successful Year

Wade A. Gilliam, President of the N. C. Pharmaceutical Association, recently retired as president of the Winston-Salem Merchants Association. Towards the end of his term of office, Wade came in for some well-deserved praise for the manner in which he has discharged his duties.

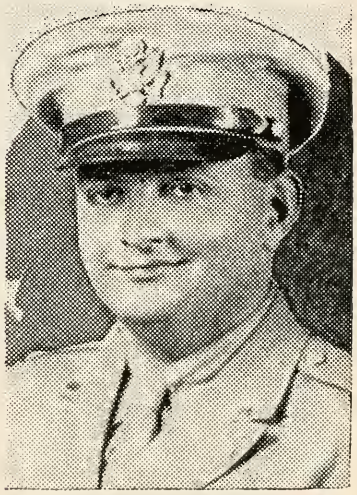
The Winston-Salem *Journal-Sentinel* commented editorially:

"It should be added here that among the civic groups which are most responsible for the success of the War Bond campaigns in this community, the Retail Merchants Association undoubtedly takes high rank. Throughout the war this organization has been blessed with exceptionally strong leadership. It has grown rapidly in strength and influence in the community. Never has it enjoyed a more successful year than it experienced during the last twelve months under the excellent leadership of its capable and highly popular president for 1945, Wade Gilliam, with the efficient and energetic and always enthusiastic assistance of Ernest Yarbrough, secretary of the Association."

Those of us who know Mr. Gilliam and have been privileged to work with him know his local paper is fully justified in its remarks. He has not only served his city well; he has at the same time capably represented the N. C. P. A. as its president for two terms.

Brain Buster

One of our readers recently had a call for "Virginia Dobie Powder." He solved the problem. Can you?



DR. NORMAN L. HEMINWAY
Seminar Lecturer

MERIT MADE IT POPULAR

O-N

SKIN ITCH ANTISEPTIC

for itch and burn of ATHLETE'S FOOT
ringworm, poison oak and similar skin irritations

Greaseless! Clean! Fast!

$2.80
Dozen
2 FREE

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COLD

$1.20 Doze

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Your

OWEN DRUG COMPANY

CHANDISED

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CONSISTENT
REPEATER

O-N
for COLD
DISCOMFORTS

A REAL MONEY-MAKER

KEEP
WELL
STOCKED!

Advertised
Constantly

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Dozen
2 FREE

ANOTHER
OWEN
QUALITY
PRODUCT

Salisbury, North Carolina

Reaco B-Complex with C Tablets
Reaco A & D Capsules
A. E. P. Tablets
Pyridoxine HCl (B6) 10 mg. Tablets
Pyridoxine HCl (B6) 25 mg. Tablets
Reavita Capsules

Your cooperation in stocking Reaco Products is appreciated.

I. T. REAMER, *Manager* A. E. MILLIS, *Ass't. Manager*

REACO PRODUCTS

P. O. Box 1922
DURHAM, NORTH CAROLINA

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE
Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

Tar Heel News Notes

Windsor—A recent basketball game between the Windsor Fire Department and the Edenton Navy team netted $67 . . . the funds were turned over to Pharmacist W. B. Gurley, Chairman of the March of Dimes in Bertie County.

New Bern—C. W. Bynum, local pharmacist, has been elected Vice-President of the New Bern Chamber of Commerce.

Concord—Fred N. Warrick is now associated with Cline's Pharmacy. At the time Fred wrote us, Mr. E. L. Hicks, the owner of the pharmacy, was in the hospital recovering from a severe case of influenza.

Oxford—Sale of his interest in Williams Drug Company to his associate, L. R. Creech, has been announced by A. H. A. Williams. Mr. Williams said he made the sale in order to follow a less stringent business routine.

Hickory—P. J. Suttlemyre has returned after spending several days in Cincinnati transacting business as a Director of the American Druggists Fire Insurance Company.

Charlotte—Claude Suttlemyre has resigned his position as pharmacist at Walker's Drug Store to take a rest and settle his father's estate.

Raleigh—Miss Ruth Aycock has resigned her position at Rex Hospital and is spending several weeks in Florida. For the time being, mail will reach Miss Aycock at Princeton, N. C.

Dunn—Flight Officer John W. Thornton, Jr., a graduate of the U. N. C. School of Pharmacy, has been awarded the Air Medal by Brig. Gen. Charles W. Lawrence, commanding general of the India China Division Air Transport Command.

Raleigh—Platoon Sgt. Douglas H. Watts, USMC, son of Mr. and Mrs. R. M. Watts (W. H. King Drug Company), has been awarded the Bronze Star Medal for "meritorious achievement in connection with operations against the Japanese enemy on Okinawa Shima."

Hope Mills—A new pharmacy, owned by Pharmacist John T. Henley of Cary and Doctor Reeves, local physician, will soon be opened to the public. Since returning from overseas, Mr. Henley has been doing relief work in Raleigh at Boon-Iseley.

Mooresville—C. M. Crowell, newly returned to civilian life after several years with Uncle Sam, has purchased the Mooresville Drug Company. He assumed active management of the business in January.

Wilmington—Edward Hamlet, a graduate of the U. N. C. School of Pharmacy, has accepted a position with Eli Lilly & Company as medical service representative. Temporarily he is stationed in the Wilmington area.

Hickory—Our roving reporter tells us Mr. and Mrs. J. S. O'Daniel of Hickory (Hickory Drug Company) spent a week in New York the latter part of January. . . . Brem Bonner and Joel Simmons looked after the business while the O'Daniels were away.

Chapel Hill—Mrs. Edward A. Brecht has returned from California where she was called due to the illness of her father resulting from an automobile accident. Mrs. Brecht flew to the West Coast and returned by train.

Emporia, Va.—Carter Watkins has accepted a position with Sharp & Dohme and will be stationed in Richmond.

Sanford—W. A. Crabtree has returned from a visit to Sparks, Georgia—the community where he started in the drug business almost 50 years ago. Although it was his first visit to Sparks since 1900, Mr. Crabtree said some of his former customers recognized him almost as soon as he arrived.

The Woman's Auxiliary

REVISION OF THE CONSTITUTION AND BY-LAWS OF THE WOMAN'S AUXILIARY OF THE N. C. PHARMACEUTICAL ASSOCIATION AS SUBMITTED BY THE CONSTITUTION COMMITTEE.

(To be voted on at Annual Meeting, April 15, 1946.)

CONSTITUTION

ARTICLE I—NAME

The name of this Auxiliary shall be the Woman's Auxiliary of the North Carolina Pharmaceutical Association.

ARTICLE II—OBJECT

The object of this Auxiliary shall be to encourage women concerned with the profession of Pharmacy to take an active interest in pharmaceutical affairs; to promote the advancement of the profession; and to help whenever possible with the work of the North Carolina Pharmaceutical Association.

ARTICLE III—MEMBERSHIP

Women closely identified with the North Carolina Pharmaceutical Association and the Traveling Men's Auxiliary are eligible for membership in the Woman's Auxiliary.

ARTICLE IV—OFFICERS

Section 1. The officers of this Auxiliary shall be a president, two vice-presidents, a recording secretary-treasurer, a parliamentarian, and a historian, who together shall constitute the Executive Board.

Section 2. The officers shall be elected annually by ballot and shall hold office until their successors are elected and have qualified.

ARTICLE V—AMENDING THE CONSTITUTION

The Constitution may be amended by two-thirds vote of members present at any annual meeting provided written notice of such proposed amendments shall have been submitted to the membership thirty days prior to the annual meeting.

BY-LAWS

ARTICLE I—ELECTION OF OFFICERS

Section 1. Following the annual meeting, the president, with the approval of the Executive Board shall appoint a nominating committee consisting of three persons who shall be charged with the duty of selecting candidates for the offices of President; First Vice-President; Second Vice-President; Secretary-Treasurer; Parliamentarian; and Historian.

Section 2. The Nominating Committee shall submit its report at the annual business session of the Auxiliary. This does not preclude nominations from the floor.

Section 3. The election of officers shall be by ballot.

ARTICLE II—DUTIES OF OFFICERS

Section 1. It shall be the duty of the president to preside at all meetings, and in conjunction with the Executive Board to prepare programs for the annual meeting of the Auxiliary, and to appoint all committees not otherwise provided for. She shall be chairman and member of the Executive Board. She shall be ex officio member of all committees and shall supervise plans for extending, unifying, and rendering efficient the work of the Auxiliary.

Section 2. The duties of the other officers shall be such as generally pertain to their respective offices.

Section 3. The vice-presidents in the order of their names, shall, in case of temporary absence or inability of the president to serve, perform the duties of the president. In case of the death, resignation, or disability of any officer, the Executive Board shall be empowered to fill the vacancy and the person so elected shall serve until her successor has been regularly elected and qualified.

ARTICLE III—APPOINTIVE COMMITTEES

The appointive committees of this Auxiliary shall consist of a Membership Committee, a Hospitality Committee, a Resolutions Committee, a Publicity Committee, and a Nominating Committee to be appointed 60 days after the Convention.

ARTICLE IV—OF MEMBERSHIP

Section 1. Women who are closely identified with the North Carolina Pharmaceutical Association, and the Traveling Men's Auxiliary, as well as those with allied interests, are eligible for membership in this Auxiliary.

Section 2. No person shall be considered a member of this Auxiliary until she has paid into the treasury dues for the current year.

ARTICLE V—OF MEETINGS

The annual meeting of the Auxiliary shall be held at the same time and in the same locality as the annual meeting of the North Carolina Pharmaceutical Association.

ARTICLE VI—OF QUORUMS

Section 1. Ten per cent of membership shall constitute a quorum, provided two general officers are present.

Section 2. A majority of the Executive Board shall constitute a quorum of that body.

ARTICLE VII—DUES

Section 1. The dues of this Auxiliary shall be one dollar ($1.00) per year and shall be paid to the treasurer on or before the annual meeting.

Section 2. Twenty-five per cent of the money received from dues shall be reserved for operating expenses and the remainder shall be contributed to a Pharmaceutical Loan Fund established at the State University at Chapel Hill, North Carolina, by the Woman's Auxiliary in 1935, or any worthwhile project decided upon by the Executive Board.

ARTICLE VIII—RETIRING PRESIDENTS

The retiring president each year will act in an advisory capacity for a period of two years.

ARTICLE IX—AMENDING THE BY-LAWS

The By-Laws may be amended at annual meetings of the Auxiliary by a two-thirds vote of members present.

Look into this LIQUID vitamin and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B_1, B_2, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

THE CHATTANOOGA MEDICINE CO.

Chattanooga Tennessee

little PAL grows BIG!

Pal Hollow Ground advertising, as well as Pal Hollow Ground sales—has grown Big! Big Pal ads are now running consistently in nearly 400 newspapers from coast to coast. IN NORTH CAROLINA ALONE, 13 LEADING PAPERS CARRY PAL ADVERTISING. We'll tell you more about advertising plans in future ads.

We think you recognize the importance of this increased support and will be sure to cash in on it. There's 40% profit in every Pal sale you make. No wonder "Pal's the Blade it Pays to Push."

Pal Blades are now Rust-Resistant.

PAL *hollow-ground* RAZOR BLADES

SINGLE OR DOUBLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue, N. Y. C.

'SUCRETS' are GOing

antiseptic throat lozenges

Yes, *going* right over your counters in *increased sales* and *profits*! 'Sucrets' lozenges are the largest and fastest selling twenty-five cent throat lozenge—because they are an antiseptic that soothes *sore throats* in a matter of seconds!

SHARP & DOHME

Howell Hall Happenings

Tommie Holden, *Reporter*

Orchids this month go to Mr. Wade Gilliam, President of the N. C. P. A., for the lovely banquet given in honor of the School of Pharmacy, Tuesday evening, January 15 at Carolina Inn. It had been a long time since the whole school as a group had gotten together and everyone enjoyed it immensely. Mr. Gilliam served as toastmaster for the evening. The invocation was given by Dr. I. W. Rose, professor, and Dr. M. L. Jacobs, assistant dean, responded. A trio from the music department rendered soft music during the meal. We had the privilege of hearing Dr. R. P. Fischelis, Secretary of the American Pharmaceutical Association, talk on "Pharmacy in the Affairs of the Nation." Other short speeches by members of the faculty, students, and guest pharmacists from the state concluded the program. "Thanks" are due Mr. W. J. Smith, Secretary of the N. C. P. A., whose planning and arranging helped make the affair a huge success.

The Honor Roll for the Fall Quarter has just been announced. Thirteen Pharmacy students were named on the University Honor Roll for scholastic achievements. They are as follows: Sibil Austin, Hatteras; Evelyn Blanchard, Wallace; W. C. Brantley, Raleigh; Fate Burnette, Black Mountain; Sam Cavenaugh, Wallace; Peggy Ann Costner, Lincolnton; O. G. Fleming, Smithfield; Doris Gilliam, Sanford; Betty Hanna, Hickory; Eleanor Holden, Bunnell, Florida; Thomas A. Pace, Hendersonville; Mildred Showalter, Raleigh; Jesse S. Stewart, Wallace. In addition to the above, the following students had a scholastic average sufficient to justify recognition on the Dean's Honor List: Emily Aliton, Port Jervis, New York; Dave Claytor, Hillsboro; L. C. Harris, Cliffside; Mary Harris, Newbern, Tenn.; Reeves Hawkins, Clyde; C. E. Hemingway, Andrews, S. C.; Travis Hunt, Oxford; W. W. Jordan, Raleigh; Florence Lee, Mount Dora, Florida; J. F. Lovette, Graham; Ellen Macon, Mount Airy; Maryellen Milloway, Burlington; C. H. Sanders, Somerville, Tenn.; Allen Sinclair, Norwood; Jean Snyder, Hagerstown, Maryland.

The Pharmacy Senate held its regular meeting on the evening of January 22nd with Henry Thomas acting as chairman. Two new members presented inaugural speeches: David Claytor, Hillsboro; and James Gabriel, Mooresville. Dr. E. A. Brecht, who was in charge of the program, gave an enlightening talk on "Parliamentary Procedure."

The Kappa Epsilon Sorority entertained the girls of the Pharmacy School, wives of the Pharmacy veterans, and wives of the members of the faculty with a tea on the afternoon of the 22nd in the parlor of McIver Dormitory. Miss Noble, sponsor of the sorority, presided at the tea table. Refreshments of Russian tea, sandwiches, and cakes were enjoyed by those present. The guests received favors of brightly wrapped candies and name tags of paper snow-men.

A meeting of the Student Branch of the N. C. P. A. was called to order by the president, Florence Lee, on the evening of January 24th. Miss Emily Aliton introduced the speaker for the evening who was Mr. Mack D. Tindal, Jr., representative of Hoffman-LaRoche, Inc., Nulley, New Jersey. Mr. Tindal, who was speaking for the National Physicians' Committee of the American Medical Association, gave valuable information on the "Benefits of the Wagner-Murray-Dingell Bill." He discussed the personal benefits of the bill and the effects it will have on students expecting to open their own stores after completing their pharmacy courses. A short business meeting followed and then the meeting was adjourned.

On the evening of Friday, January 25, the Kappa Psi Fraternity entertained with a dinner at Carolina Inn in honor of their eleven new initiates. The new members recently initiated are: Jimmy Bowers, Morganton; Graham Clark, Clarkton; Dave Claytor, Hillsboro; Tom Collier, Roanoke Rapids; James Gabriel, Mooresville; Robert Harrison, Chadbourn; Reeves Hawkins, Clyde; David Massengill, Bristol, Tenn.; Royce Nowell, Wendell; Jesse Stewart.

(Continued on Page 80)

Therapeutically Effective

Ethically Promoted

Priced Right

Children appreciate the palatable taste of Livitamin

LIVITAMIN presents *all* the factors known to be useful in the correction or prevention of secondary anemia—iron in highly available colloidal form, B vitamins for correction of the usually present deficiency and for better iron utilization, and liver concentrate.

Full page advertisements on Livitamin appear in 38 medical journals. Livitamin is strongly supported by direct mail advertising and by aggressive detailing. Literature is available upon request, for distribution to physicians in your community.

Supplied in pleasant-tasting, easily administered liquid form, Livitamin is indicated not only in secondary anemia, but also during pregnancy and lactation, before surgery, and to hasten recovery after infection, prolonged illness, or surgery.

CHECK YOUR STOCK OF LIVITAMIN NOW

Massengill products have the quality that makes them profitable

LIVITAMIN

SEMCO

THE S. E. MASSENGILL COMPANY

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NEW YORK • SAN FRANCISCO • KANSAS CITY

SERVICE RECORDS

JOHN WALLER SMALLWOOD BIGGS

After enlisting in the Navy at Norfolk, Virginia, August 12, 1942 as Ph.M. 2/C in USNR, Mr. Biggs was assigned to duty aboard a U. S. Naval Hospital at Portsmouth, Virginia. Later he was assigned to the U. S. Naval Hospital at Norfolk, Va. Was then with Navy V-12 unit at Emory, Virginia; then to U. S. Naval Hospital, New River; attended Advanced Hospital Corps School, Portsmouth, Va.; U. S. Naval Hospital at Charleston, S. C. Assigned to the USS Macon (D.E.) June, 1944; transferred to USS Gen. T. H. Bliss September, 1944 where he served until December, 1945. Was transferred to U. S. Naval Separation Center at Camp Shelton, Virginia and was discharged December 31, 1945 as Ph.M. 1/C. His service medals were: Good Conduct; American Theater; European-African-Middle Eastern; Asiatic-Pacific, Victory Medal.

TOM LATAN LINN

Tom entered service in September of 1942. When questioned about his specific duties in service, he told us that as a pharmacist he directed and supervised Pharmacy Technicians in the compounding and dispensing of medicines. He was attached to the 59th Station Hospital both while in the states and 26 months overseas. Their points of operation were in New Guinea, the Admiralty Islands, and the Philippines.

Tom was discharged in January of 1946 and has returned to the Linn-Edwards Drug Company at Landis.

BARNARD CLEVELAND SHEFFIELD, JR.

"B. C." enlisted in May of 1942 and served as enlisted man in the 79th Infantry Division for 15 months prior to entering O. C. S. He graduated from M. A. C., O. C. S., Camp Barkeley, Texas, August 18, 1943 as 2nd Lt. After duty in various U. C. camps, he was sent overseas. He was promoted to 1st Lt. June 30, 1944. During his overseas duty, he served in England, France, and Germany with the 9th Air Force as Medical Supply Officer and Commanding Officer of the Medical Supply Platoon, Avn. He was promoted to Captain January 5, 1946. He received his discharge February 19, 1946.

WILLIE BROOX WEBSTER

Mr. Webster entered service in January of 1942 and until September, 1942 was enlisted man in the Medical Department where he supervised and instructed Medical department personnel in First Aid procedures. September, 1942 to December, 1942 he attended O. C. S. in Edgewood Arsenal, Maryland. He received an appointment as 2nd Lt. C. W. S. December 23, 1942. From January, 1943 until April, 1943 he was Personnel Officer at Herbert Smart Airport, Macon, Georgia. In April he was made Commanding Officer of the 841 Chemical Company (Air Operations). He was appointed 1st Lt. C. W. S. on November 6, 1943. In January of 1944 he attended Air Service Command, Command & Staff School, Warner Robins, Georgia. He was Chemical Officer of the 4510th AAF BU Robins Field, Georgia until September of 1945. He supervised all Chemical Warfare Training of service groups assigned to Warner Robins Air Technical Service Command for training. On June 6, 1945 he was detailed to Air Corps from Chemical Warfare Service. He was promoted to Captain AC on June 20, 1945. From September, 1945 until January, 1946 he was Assistant Chemical Officer of Air Technical Service Command at Wright Field, Ohio. His duties there were to supervise, plan,

PEACOCKS

Reservoir End Prophylactics

Economy Package

Give You an Exclusive Drug Store Feature . . .

An ideal *leader item* to bring customers back to YOUR DRUG STORE . . . thereby building general drug business.

Repeat sales of Peacocks give you the fast turnover that multiplies yearly profits to a remarkable degree!

ECONOMY PACKAGE NO. 16

For the family trade. Demand for this package multiplies constantly. One of the greatest values you can offer, because Quality and Price are joined to give customers more than they expect. Package contains 12 genuine Reservoir End Peacocks, the thinnest, toughest, most sensitive rubber prophylactics it is possible to make. Build business, good will, unit sales with this package.

Retails $1.00.

Package No. 17

★

Package No. 17—3's

A long profit item and a fast seller. Three rolled Reservoir End Peacocks in an attractive, lithographed box. This popular package gives you a turnover that pyramids your earnings surprisingly.

Retails 50c.

★

REDI-WET Skins

Finest natural membranes pre-moistened with patented preservatives, ready for instant use! Preservatives also eliminate deterioration and pest damage while in stock. Box of 3's in plastic capsules.

We hope to be in position soon to supply completely all demands for this popular item.

All Dean Prophylactics are sold through Drug Stores ONLY.

Call Your Wholesaler or Write

DEAN RUBBER MFG. CO.

North Kansas City, Missouri

coordinate all Chemical Warfare training of all the air service commands in this country.

Mr. Webster received his discharge on February 17, 1946.

ELMER WILLIAM BUCHANAN

Mr. Buchanan entered service March, 1942 and received his discharge September 26, 1945. In that time Mr. Buchanan served with the 307 Airborne Medical Company in North Africa, Sicily, Italy, France, Belgium, Holland, and Germany. His duties were that of a Division pharmacist in combat surgical work.

Mr. Buchanan is associated with Liggett's of Greensboro.

J. T. DILLEHAY

Mr. Dillehay, after enlistment in March of 1942 was sent to Ft. Ham, N. Y. for his basic training as clerk in Medical Supply. Sent to O. C. S. August, 1942 and was commissioned 2nd Lt. October, 1942 and assigned to the 6th Air Force at Panama. He was further assigned Squadron Ordnance Officer, 40th Bomb Group; returned with group to United States June, 1943 for B-29 training. He was promoted to 1st Lt. October, 1943. Was sent overseas to India and China with the first B-29's, February of 1944; later moved to Tinian. Was returned to the United States November, 1945.

Mr. Dillehay tells us that the 40th group was the nucleus for the whole 20th Air Force, and that his squadron (the 45th) had the first B-29 to come off the production line.

SHELTON BICKETT BOYD

Mr. Boyd entered service as Pharmacist Mate 2/C. His first tour of duty was at Naval Hospital, Charleston, S. C. for three months, and then he was sent to the Naval Ammunition Depot at Goose Creek, S. C. for six months. He was at the Naval Pre-Flight School at Chapel Hill three months; spent five months at the Recruiting Station at Raleigh; sent to Seattle, Washington for duty with an Aircraft Squadron up and down the west coast for 14 months. Was then assigned to the USS White Plains (Pacific Area) for twelve months. Was sent back to the States for Officer Training. Was commissioned an Ensign in September of 1945. Assigned to duty aboard the USS Duluth until December, 1945 when he was discharged.

WILLIAM ANDERSON HAYES

Mr. Hayes served in the Hospital Corps of the USNR as a Pharmacist Mate 3/C. He was stationed at Great Lakes, Illinois at the Naval Hospital; SCTC at Terminal Island, California; USS Burleson. He entered service January 8, 1944 and received his discharge December 12, 1945.

CHARLES MILTON CROWELL, JR.

Mr. Crowell, after receiving his Boot Training (January and February, 1944) at Bainbridge, Maryland, was assigned to the Naval Hospital at Bainbridge where he was stationed for two months. He was then sent to Parris Island, S. C. where he remained until January, 1945. He was then sent overseas and saw service in the Philippines (Leyte Gulf, Samar, Leyte, Calicoan, Luzon, etc.). He was returned to the States and discharged December 16, 1945.

ARCHIBALD A. GWYNN

Mr. Gwynn entered service January 28, 1942 and served in the Medical Department, stationed at Hospital No. 1, Fort Bragg, February 1942 to October of 1942. He was then sent to Camp McCain, Mississippi in October, 1942, where he was assigned to the station hospital pharmacy. He was discharged January 13 (who said 13 is unlucky?), 1946.

PHARMACISTS RETURN TO SCHOOL

(Continued from Page 47)

Mrs. J. C. Jackson, President of the Woman's Auxiliary, and the Executive Board of that organization held a business meeting at the Carolina Inn on Tuesday, February 19th. Members attending the meeting in addition to Mrs. Jackson were: Mrs. A. V. Baucom, Apex; Mrs. W. R. Adams, Angier; Mrs. J. W. Bennick, Charlotte; Mrs. Floyd Goodrich, Durham, and Mrs. W. J. Smith.

Mrs. M. L. Jacobs entertained members of the Auxiliary Executive Board, the wives of the Pharmacy School faculty and others at a tea Tuesday aternoon.

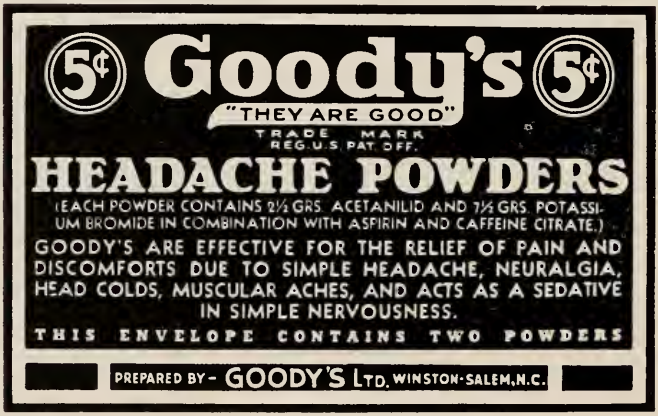
TURNOVER —

DAILY — WEEKLY — MONTHLY

MAKE UP FOR LACK OF OTHER MERCHANDISE TODAY BY FEATURING

PROFITABLE

EASY-TO-SELL



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Goody's, Limited

WINSTON-SALEM, N. C.

The Charlotte Druggists Woman's Auxiliary

MRS. J. G. BARNETTE, *Reporter*

Woman's Auxiliary Entertained by the House of Lance

Phillip L. Van Every, president of The House of Lance, entertained members of the Charlotte Auxiliary at a luncheon held in the company's cafeteria. Mrs. Van Every and Mrs. A. P. Faulkner, hostesses, welcomed the guests at the door. The tables were beautifully decorated with bowls of mixed flowers, and each place was marked with a lovely corsage.

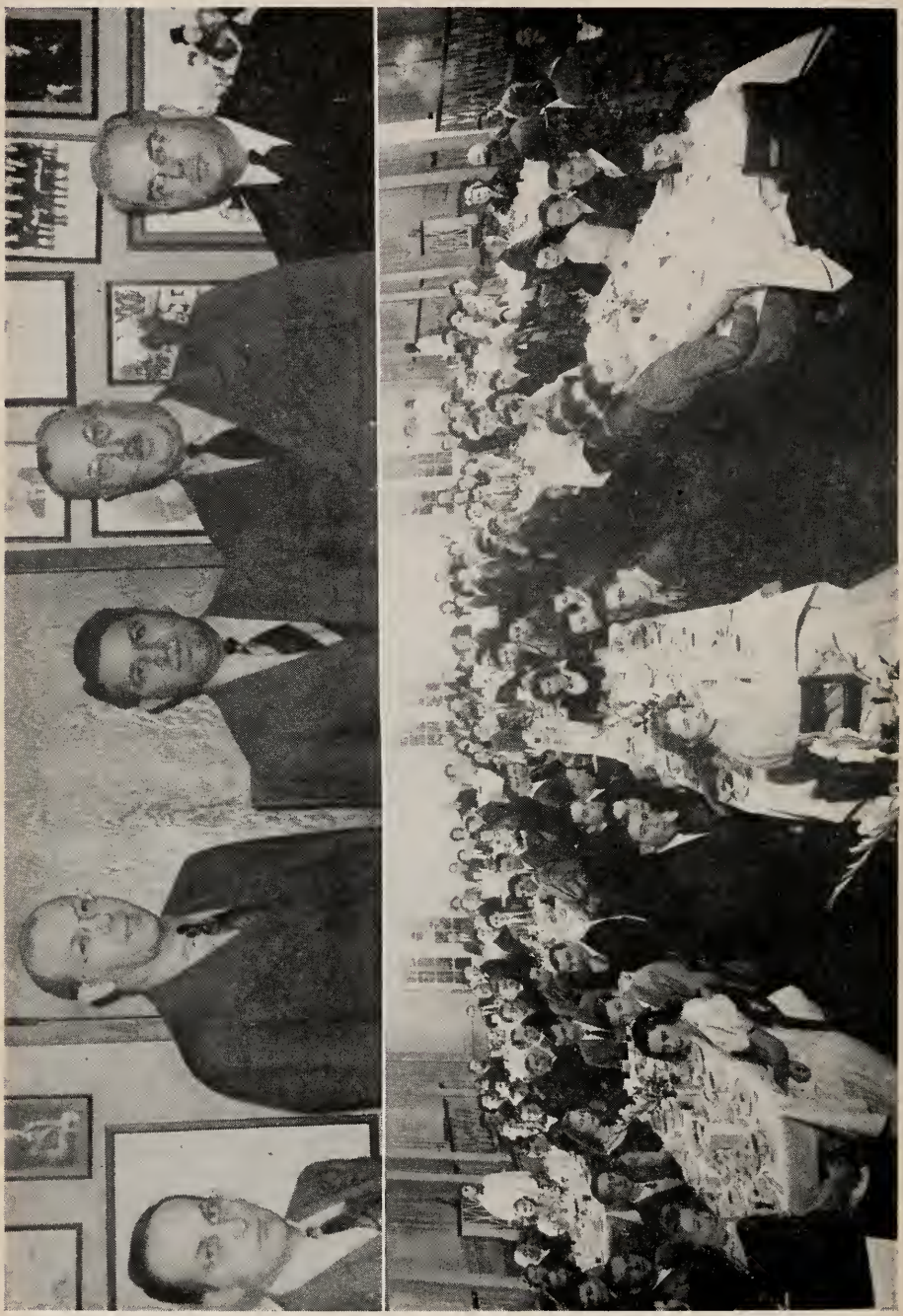
Mrs. Reuben Russell gave the invocation, and during the luncheon Christmas carols were sung by Jack Pharr. Following the luncheon a short business session was held. The president, Mrs. Joe Monroe, presided and the annual fund for Christmas charities was taken. Door prizes were awarded to Mrs. Henry Fairley, Mrs. Foster Thomas, and Mrs. C. T. Harper.

At the conclusion of the luncheon, the ladies were conducted on a tour of the Lance plant. A Christmas box of goodies was presented to each guest.

Charlotte News Items

Mrs. Foster Thomas attended a celebration of her parents' fiftieth wedding anniversary at Auburn, Alabama. . . . Guests of Mr. and Mrs. Henry Fairley on Greenwood Cliff were Mayor and Mrs. T. W. Preston of Bristol, Va., parents of Mrs. Fairley. . . . Mr and Mrs. E. I. Butler and son, Bobby, are spending some time in Florida. . . . Jimmie Bennick, son of Mr. and Mrs. J. W. Bennick, spent the holidays with his parents. . . . Mr. and Mrs. L. W. Millican and son spent the Christmas holidays with relatives in Georgia. . . . Mr. and Mrs. W. McElveen spent the holidays with relatives in Cincinnati, Ohio. . . . Dr. Clement R. Monroe of the Moore County Hospital at Pinehurst, was the guest during Christmas of his brother and family, the Joe Monroes. . . . Mrs. T. E. Whitehead and daughter, Peggy, spent a week visiting relatives in Graniteville, S. C. . . . Mr. and Mrs. Davis Pearce of Raleigh were guests of Mrs. Pearce's sister, Mrs. Sam Hall. . . . Mr. and Mrs. P. C. Day are at home after spending the holidays in Dayton, Tennessee. . . . Mr. and Mrs. Thomas Jones were in Asheville with relatives during the holidays. . . . Friends will be glad to learn that Mrs. P. W. Delaney is improving after being a patient at Memorial Hospital for several weeks with pneumonia. . . . Congratulations are extended to Mr. and Mrs. A. K. Hardee, Jr., of Selwyn Avenue, on the birth of a daughter at the Memorial Hospital, December 26th. . . . Our sincere sympathy is extended to the family of Mrs. Joe Monroe in the loss of her father, E. P. Hoover, who died January 4th at the Presbyterian Hospital, after an extended illness.

THORVALD E. SOMMER
Seminar Lecturer



Pharmacy Snapshots

Opposite page, top, Dr. Robert P. Fischelis (second from left), Secretary of the American Pharmaceutical Association, is shown with Dr. W. C. Davison of Duke University, fourth from left. Others in the picture are H. C. McAllister, I. T. Reamer and M. L. Jacobs, Assistant-Dean of the School of Pharmacy, University of North Carolina.

The lower photo is a view of the banquet group attending a dinner in Chapel Hill, January 15th, given by the N. C. P. A. in honor of the Pharmacy School. Dr. Fischelis was the chief speaker.

FOR SALE

4 soda booths; seating capacity 6 to the booth; panel back with mirrors. Personal inspection invited.

Sutton's Drug Store
Chapel Hill, N. C.

PERSONAL

Personal attention to your fire insurance problems—to the writing of your policies—to your fire losses.

The insurance company that gives personal service.

All for your benefit.

☆

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.
CINCINNATI 2, OHIO

☆

Some of Our State Agents
E. F. Rimmer
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Ralph M. Crosson
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Columbia 3, S. C.

EVERFRESH *Products*

are well on their way toward carrying on—through 1946—their annual custom of making each succeeding year their biggest in sales.

EVERFRESH

CITRATE OF MAGNESIA

- Popular in Quality and in Price
- Reliably Standard Preparation
- Exclusive Purifying Process

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
6 Dozen, 12½% 12 Dozen, 15%

THE McCAMBRIDGE & McCAMBRIDGE CO.
BALTIMORE 23, MARYLAND SOLE DISTRIBUTORS

Engagements

The engagement and approaching marriage of Miss Margaret Thomas Lloyd of Chapel Hill and Greensboro to Junius C. Fox, Jr. of Durham has been announced by Mr. and Mrs. J. T. Lloyd. The wedding is planned for early spring in Chapel Hill.

Miss Lloyd is a graduate of the School of Pharmacy, University of North Carolina, and for the past several years has been associated with the Asheboro Street Pharmacy in Greensboro. She is a member of the Altrusa Club, the Greensboro Drug Club, the N. C. P. A. and the Woman's Auxiliary of the N. C. P. A.

Mr. Fox, also a graduate pharmacist, served 29 months overseas assigned to the 51st Field Hospital as an administration officer and hospital adjutant. He is now manager of the prescription department of Sawyer and Moore, Incorporated, in Durham.

Deaths

George H. Richart, age 51, of Wilson was fatally injured January 30th when the car he was driving was involved in a head-on collision with another car. Mr. Richart was Walgreen Agency organizer in North Carolina as well as several other Southern states.

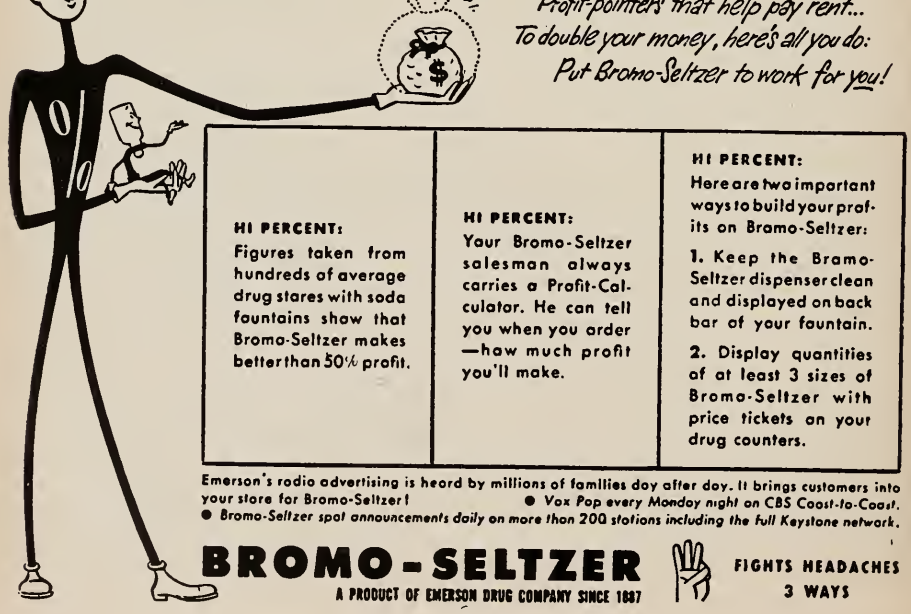
Funeral services were conducted in Wilson. Interment was in Maplewood Cemetery.

Raleigh Auxiliary Meets

The Raleigh Woman's Club met with Mesdames Travis Tomlinson, H. A. Larkin, Jack Temple, and D. H. Johnson at the Woman's Club, Thursday evening at 8 o'clock.

Miss Mary Closs Spell, President, called the meeting to order. At the conclusion of the business Miss Spell turned the meeting over to the hostesses. Several progressions of bridge were played, Mrs. M. B. Melvin held high for bridge, and was presented linen handerchiefs. Mrs. B. F. Page and Mrs. J. R. Brockwell were presented bingo prizes. The hostesses served sandwiches, cookies, coffee, mints and nuts.

Forty-four members attended the meeting.



CAPSULES

PRENALIS

A well-balanced, standardized, Vitamin-Mineral Formula, with Yeast-Liver Extract concentrated. Intended particularly for Pregnant and Lactating Women.

Detailed to Physicians

Products that are Scientifically Correct

MANUFACTURING CHEMIST **L. P. MAYRAND** GREENSBORO NORTH CAROLINA

The Seeman Printery, Inc.

Where Good *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION AND PROMPTNESS

Printers in Durham, N. C., Since 1885

We Tell 'em — You Sell 'em

Millions of Newspaper Readers Every Week and Millions of Radio Listeners Every Day

HEADACHES - NEURALGIA *Eased Quickly with* "BC"

Agonizing headaches and annoying neuralgic pains usually vial- hurry to the gredients in ula. "BC" is r the relief of muscular aches and functional periodic pains. Acts as a sedative in simple nervousness. 10c & 25c sizes. Use only as directed. Consult a physician when pains persist.

B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

Lieutenant-Commander Joseph William Pike, Jr.

(Cover Page)

Although the gentleman pictured on our cover this month may not look like a pharmacist, don't let the gold braid fool you. He is a pharmacist, his father was a pharmacist, his brother is a pharmacist, his sister is a pharmacist. And if this is not sufficient to indicate his and his family's interest in pharmacy, we will mention the fact that another of his sisters married a pharmacist.

Joe, as he is known to his friends, reported for active duty in the Naval Reserve on March 14, 1941 as an Ensign to the U. S. Naval Air Station, Pensacola, Florida and was assigned to duty in the Aviation Cadet Regiment. June 11, 1941 he was promoted to the rank of Lieut. (jg).

He was transferred to the Naval Reserve Aviation Base, New Orleans, La. on November 29, 1941 with duties as officer in charge of the Cadet Battalion. He was promoted to Lieutenant on July 1, 1942.

Lt. Pike was transferred to the Naval Reserve Officers Training Unit, Harvard University, in October, 1943 for duty as an associate professor of Naval Science. Later —December, 1943—he was transferred to the Bureau of Naval Personnel, Navy Department, Washington, D. C., as an assistant to the Director of Training for the administration of Advanced Enlisted Training Schools, Factory Schools, and Foreign Training.

He was promoted to the rank of Lieut.-Comdr. on October 17, 1944 and returned to his hometown of Concord on October 18, 1945. Following a brief vacation, he accepted temporary work as a relief pharmacist at the Porter Drug Company, Concord, and is now associated with the Charlotte Memorial Hospital, Charlotte, as pharmacist.

Ayer Hand Cream

REGULARLY 2 50
SPECIAL VALUE
1.00 plus tax

Prevents roughness, redness, chapping. Keeps busy hands soft, smooth, fragrant.

HARRIET HUBBARD Ayer

THE PEABODY DRUG COMPANY
DURHAM, N. C.

Board of Health Appointments

The following pharmacists have recently been appointed to either county or district boards of health: C. J. James, Hillsboro; E. C. Adams, Gastonia; D. R. Davis, Williamston; J. G. Ballew, Lenoir; D. D. Hocutt, Henderson; Harry Walker, Norlina; Walter Baker, Raeford and J. S. Birmingham, Hamlet.

The above list is in addition to the one published in the January issue of this JOURNAL. In case you have received such an appointment and your name has not been mentioned, please notify the Secretary of the N. C. P. A.

HOWELL HALL

(Continued from Page 67)

Wallace; Travis Uzzell, Pikeville. Elections for the fraternity were held Monday, January 28. They are as follows: Regent, Frank Stephens; Vice-Regent, Charl Sanders, Somer; Secretary, Reeves Hawkins; Treasurer, Robert Harrison; Historian, Bob Seaborn, Victoria, Va.; Sgt.-at-Arms, Tommy Collier; Steward, David Claytor; Chaplain, David Massengill; Pledge Master, Jesse Stewart.

The Phi Delta Chi Fraternity entertained thirty students at a "Smoker" held in the Roland-Parker Lounge of Graham Memorial on the evening of the 30th. President Allen Sinclair presided as master-of-ceremonies. Dr. E. A. Brecht presented an interesting talk on "Medicine." Other talks were made by three alumni guests: Mr. W. J. Smith, Chapel Hill; E. T. Beddingfield, Jr., Clayton; and "Big" Bill Sheffield, Durham. Refreshments of cokes and cookies were served. Due to the decrease in enrollment of boys in the Pharmacy School during the war, the membership of Phi Delta Chi has dropped considerably. The present members are Dr. E. A. Brecht, Chapel Hill; Bobby Dees, Burgaw; Bill Griffin, Rose Hill; Bill Horn, Lawndale; Allen Sinclair, Norwood; and Henry Thomas, Jonesboro. With the return of boys to the school, the fraternity expects to soon be on the "active" list again.

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

Valentine's Meat-Extract

1 4/5 ozs. net

1 dozen at list $9.00 through wholesaler.

Valentine's Meat-Juice Company

Richmond, Virginia

"ONE-A-DAY BRAND VITAMINS WERE PERFECT FOR OUR PLAN"

We Sold $926.00 the 1st month

Says **Druggist Thos. M. McCleskey . . .** "Last summer we planned a 30-day concentrated Vitamin promotion. After carefully considering all brands with special emphasis on quality, price margins, consumer acceptance, advertising and promotional helps, we decided that MILES ONE-A-DAY (brand) VITAMINS were perfect for our plan . . . We "sold" the plan to our personnel who in turn "sold" ONE-A-DAY (brand) VITAMINS to most every customer. We were amazed: a volume of $926.00 in 30 days."

. . . Ask your Miles Representative to help you plan a Special ONE-A-DAY (brand) VITAMIN Promotion in your store. He can help you increase your sales and make more profits. Sell the products that are doing the biggest advertising job for you.

Display, push, advertise locally in your own community the products that build repeat business for you: . . . ONE-A-DAY (brand) VITAMINS . . . ALKA-SELTZER . . . MILES NERVINE . . . MILES ANTI-PAIN PILLS.

MILES LABORATORIES, Inc., Elkhart, Indiana • *Established Over 60 Years*

Announcing

JOHNSON & JOHNSON

PRICKLY HEAT POWDER

Another of Johnson & Johnson highly advertised and top quality specialties.

☆ ☆ ☆ ☆

Will be featured in all leading Southern Cities, in Newspapers, Magazines, and Trade Journals.

☆ ☆ ☆ ☆

The Powder will be in a cool green, all metal container, and **Fair Traded at 25c,** no Federal Excise Tax.

☆ ☆ ☆ ☆

The Formula of the Product is Zinc Oxide, Menthol, Bentonite (Collodial Clay), Talc and Perfume.

☆ ☆ ☆ ☆

Bentonite used because of high absorbency capacity, its fineness, and the fact that, unlike Starch, it will not ferment, turn sour, or support bacterial growth. Also less tendency to cake.

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PRICE SCHEDULE		Fair Trade	% Profit
As Wanted	$2.00 per dozen	.25	33.3%
6 Dozen	1.90 per dozen	.25	41.5%
12 Dozen	1.80 per dozen	.25	44.6%

Bonus—1 Doz. free on gross, ½ Doz. free on 6 Dozen.
Supplied by Johnson & Johnson.

W. H. KING DRUG COMPANY

Distributors of Johnson & Johnson Products

RALEIGH, N. C.

The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

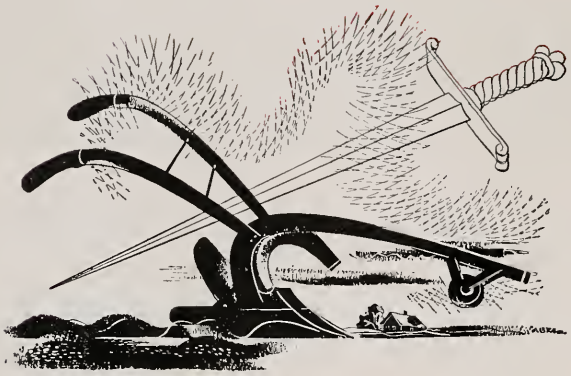
WORLD FAMOUS BILTMORE HOUSE AND GARDENS. ASHEVILLE, 1946 CONVENTION CITY

March, 1946

Volume XXVII Number 3

Program Issue

Rededication



PRELUDE TO THE AGE OF PLENTY

America has shown that she has the raw material, the tools, and the know-how to get things done. These resources served her well in the years when plowshares were transformed into weapons. Today that process is reversed. America's genius is being rededicated to the pursuits of peace. As the era of potential plenty approaches, far more than production genius is needed. Moving the products quickly and economically into the hands of the ultimate consumer is the chief problem of the day.

Sound retailing practices will go a long way to assure an enduring prosperity. Two essentials of success are quality merchandise and prompt service. In both, the Lilly Policy protects and helps the pharmacist. The Lilly Label is respected by all who know fine medicinal products. Quick service is assured by a coast-to-coast network of over 200 Lilly wholesale distributors. No matter where you may be, a complete Lilly stock is near you. Send your orders to your friendly service wholesaler.

Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U. S. A.

Remember "Quality Street," so delightfully depicted in Barrie's comedy? It was peopled only by persons of genuine "quality."

Counters of your pharmacy become a Quality Street of Surgical Dressings when you display professionally-recognized Parke-Davis Adhesive Plasters . . . Gauze Bandages . . . Absorbent Gauze . . . Absorbent Cotton . . . Readi-Bandages.

They are *quality* products. Only the finest materials procurable are used in manufacture. Through a series of rigid tests, Parke-Davis Surgical Dressings are made to conform to highest standards of sterility and strength. A variety of styles and sizes meet all medical and first aid requirements.

Physicians and surgeons everywhere appreciate Parke-Davis Surgical Dressings—true Quality Street products.

Parke-Davis SURGICAL DRESSINGS

PARKE, DAVIS & COMPANY

DETROIT 32 • MICHIGAN

Annual Meeting of the American Druggists' Fire Insurance Co. of Cincinnati, Ohio

The thirty-ninth Annual Meeting of the Stockholders and Directors of The American Druggists' Fire Insurance Company was saddened throughout by the consciousness of the death of President Beal—he was one of the suggesters and incorporators of the Company in 1906 and 1907. A Memorial Stockholders' Dinner was held on Tuesday evening, February 12th, at which Directors Rainey and Anderson and Hugh Craig, the latter a longtime companion of President Beal during vacations on Northern Canadian expeditions, made expressive and appreciative addresses.

As a successor to Dr. J. H. Beal as President, J. S. Rutledge, President of the Rutledge Drug Company, which operates some ten or eleven stores in Akron, Ohio, was elected at the Stockholders' Meeting on February 12th, and as a successor as Director, David P. Pickrel who since 1941 has served as Assistant Secretary and General Counsel of the Company. Edw. W. Stucky of Indianapolis, a Director since 1916, was elected as a member of the Executive Committee.

As of December 31st, 1945, the Company had an all-time high of business in force, and with a loss experience and ratio better than most other companies. The Board of Directors after most careful consideration, authorized a Stockholder Dividend of $2.50 per share, payable on March 1st to stockholders of record on February 12th, 1946, and with the excess of earnings to be credited to the surplus account.

Help Wanted

Opportunity No. 1. Pharmacist capable of accepting responsibility with manufacturing pharmaceutical concern; excellent future.

Opportunity No. 2. Nationally known pharmaceutical concern is interested in employing pharmacist to represent them in North Carolina; car essential; top salary to right man.

For further details, write W. J. Smith, Chapel Hill.

Thousands Prefer a

LIQUID HEADACHE REMEDY!

Sell Them

Liquid CAPUDINE

Liquid Capudine is so easy to take . . . so easy on the stomach . . . so quick in its pain-relieving action. You see, Capudine's ingredients are already dissolved, therefore, all ready to start relief . . . there's no waiting for the ingredients to disintegrate and dissolve before relief starts.

Millions of newspaper advertisements are telling North Carolina people about these advantages of Capudine every week throughout the year. Display Capudine in your store and get your full share of the demand.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

Neon Sign for Sale

Neon sign with "DRUGS" on both sides, 34 inches long, 12 inches wide and 8 inches thick, for sale. The only thing wrong with sign is neon tubing is broken, which can be replaced at little cost. Our price is $20.00 F.O.B., Hickory, N. C.

King's Pharmacy
Hickory, N. C.

An Abstract of Interest

C. S. Goodrum, Davidson pharmacist, was quoted in a recent issue of the Davidson College Bulletin as follows:

"My drug store front contains show cases with the usual stock of cosmetics, perfumes and what not and we also operate a soda fountain—but I stay in the back and fill prescriptions. I know that my duty and my obligation to the health of my community demand this. *That's my important business.*"

Regulation Governing Sale of Rubbing Alcohol

Treasury Department: Order M 300 covering the sale of rubbing alcohol is reproduced in full.

"Sec. 182.857. TO WHOM MAY BE SOLD.—The sale of rubbing alcohol compound by the manufacturer, or wholesale druggist, must be made directly, or through his employees, only to wholesale or retail druggist, and to purchasers who acquire the product for legitimate external use and not for resale, such as hospitals, sanatoriums, clinics, turkish baths, athletic associations, physicians, dentists, veterinarians, etc. This product may also be sold by retail druggists to any of the foregoing or in customary retail quantities only to other persons for external use. *Sales to such other persons by retail druggists must be made through a registered pharmacist who will, at the time of the sale, write or stamp across the braud label in contrasting colors the words "Sold by" followed by his (the pharmacist's) name and the address of the retail drug store where the sale is made.*"

TABLETS

ASCORBIC ACID

THIAMINE HYDROCHLORIDE

The Utmost in Scientific Control

MANUFACTURING CHEMIST L. P. MAYRAND GREENSBORO NORTH CAROLINA

Split-up of Plough Common Stock Proposed

Directors of Plough, Inc., Memphis drug manufacturer, at a special meeting held on March 8th, proposed a Three for Two share split-up of the Company's 300,000 shares of common stock, Abe Plough, President, has announced.

The Board of Directors adopted a resolution proposing that the Articles of Incorporation be amended so as to change the common stock from a par value of $7.50 per share to a par value of $5.00 per share. If the change in par value is approved by the stockholders, each stockholder of record at the close of business on June 15, 1946, will be issued one additional share for each two shares owned. 150,000 additional shares will be issued and distributed to stockholders to effect this split-up, making the total shares outstanding 450,000.

This new stock will be fully paid and non-assessable; and the rights and privileges of stockholders will remain unchanged. The rate of dividend will be fixed by the Board of Directors at their next regular dividend meeting to be held in June.

Mr. Plough pointed out that the Directors are recommending this change as it is their belief that the increase in the number of shares thus created would be of benefit to the stockholders and the Company in further tending toward increasing the distribution, activity and liquidity of the Company's shares. There are at the present time approximately 4,500 stockholders.

This proposed change will be submitted for consideration and action by the stockholders at the regular annual meeting to be held on April 16, 1946. If approval of the stockholders is given, formal application will be made under the Securities Exchange Act of 1934, as amended, for listing the 150,000 additional shares of common stock on the New York Stock Exchange, on which exchange the shares of the Company are now listed and traded.

The Company's annual report covering operations for the year 1945, together with Proxy Statement and form of Proxy for the annual meeting in April, will be mailed to stockholders the latter part of March, Mr. Plough said.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

Henry Green Commended

Sgt. Henry W. Green of the *SS Cape Neddick* (probably pharmacist Henry Green of Tom's Drug Store, Wilmington, by the time you read this) has been highly commended by his Commanding Officer, Major Roland W. Walters. In a letter to the North Carolina Board of Pharmacy, Major Walters wrote:

"I should like to take occasion at this time to commend the character and efficiency of Sgt. Green. The results of his performance of duty left nothing to be desired. Without desire to be platitudinous I should like to state that it was through the efforts of such men as Green that Victory was achieved in the American war effort."

A Bouquet from Ohio

Dear Mr. Smith:

Your article in the January issue of *The American Druggists* entitled "Practical Training for Cosmetic Clerks" interested me greatly. It is a great step forward in helping to retain the cosmetic trade in drug stores. Wish we had such an organization in Ohio.

I am a druggist's wife and store helper in charge of our cosmetics. I have been asked to give a talk on that subject to 125 high school girls. Would it be possible to obtain a copy of the lectures?

Isabella C. Giffen
Barnesville, Ohio

War Profits Used to Aid War Victims

Recently Johnson & Johnson mailed a check representing the entire profit realized from their operation of the Midland Ordnance Company, to Army Emergency Relief, thus writing this war gain completely off their books.

Kenneth C. Royall, Acting Secretary of War, in acknowledging the contribution, said:

"The action of Johnson & Johnson in operating the Midland Ordnance Plant with all profit going to Army Emergency Relief is an excellent testimonial to the patriotic motivation in your Company's important role in war production."

J & J produced 20 mm. shells for the Army during the war, at one time at the rate of 240 shells a minute.

47,500,000 MAGAZINE READERS
Read PAL Ads Each Month!

. . . And they're the wide-awake, pace-setting readers of some of the biggest and best national magazines in the business:

LIFE! . . . SATURDAY EVENING POST! . . .
. . . COLLIER'S! . . . ESQUIRE!

Pal advertisements are FULL COLUMN size and appear every week in at least one of these magazines. Their message is straight-talking—eye-catching and full of human interest!

This is the kind of real support that will keep you ringing up Pal's 40% profit again and again. You'll be saying and knowing

"Pal's the Blade it Pays to Push"

PAL *hollow-ground* RAZOR BLADES

SINGLE OR DOUBLE EDGE
PAL BLADE CO., INC. 595 Madison Avenue, N. Y. C.

WE BELIEVE IN OUR STATE PHARMACEUTICAL ASSOCIATIONS

Never was there a time when it was more important that druggists meet together and compare their problems than it is today.

Prepare to attend the sixty-sixth convention of the North Carolina Pharmaceutical Association at Asheville on April 14th, 15th, and 16th. The few days away from your business will help you physically, and the ideas you get from exchanging information with other druggists will help you to keep up with the many changes in business these days.

Owens & Minor Drug Company

Incorporated

1000 E. Cary Street Richmond, Va.

"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII MARCH, 1946 No. 3

Nux Pharmaca Says:

"I'm Ready for Another Dose of Rejuvenation"

It is well known that the pharmacists of North Carolina, and America, for that matter, have very little faith in any medication which is a sure-cure for all ailments. However, since I know that many of you suffer from various physical disabilities, I feel it my honest duty to give you a record of my symptoms, and tell you what a wonderful cure has been effected, and through what medication.

Life had become a matter of existing from day to day. No longer was there any zest in doing my work, even though I knew the prescriptions and medical supplies were vitally needed and that I was rendering a service to suffering humanity. Even though I went to bed exhausted, I could not sleep and as a consequence, I started the next day not any more refreshed than the previous night. My blood pressure was acting up with the usual consequences. My appetite was worse than poor. Nervous indigestion ran rampant. The spots before my eyes didn't improve my proficiency at filling prescriptions. But worse than that was the "four-wallitis" which plagued me constantly. The four walls of my store had become so much a part of my life that it was like leaving a friend when I went home at night. In short, these symptoms almost drove me to —!

But a remedy presented itself. An announcement came telling of the annual convention of the Pharmaceutical Association. Of course I couldn't go. Willie wasn't out of the Marines yet; Susie was still in the WAVES, and there just wasn't anybody responsible to leave in charge of the store. So the announcement went in the wastebasket.

Then the salesmen started trickling in with stories of the convention—the speakers, the entertainment, the prizes, etc. Sounded mighty good, but of course, that wasn't for me. My "four-wallitis" had me completely whipped.

But then—my wife heard of the plans for the ladies. Well, of the two, my wife's persistence won out over the "four-wallitis" and on convention morning we were at headquarters. It was nice talking to the boys but that couldn't compensate me for leaving my work for three whole days. We then went into the program and strange to say, about half way through the session, I realized that my indigestion had calmed down, the "four-wallitis" had completely

(Continued on Page 90)

Convention Program

of the

Sixty-Sixth Annual Meeting

of the

North Carolina Pharmaceutical Association

George Vanderbilt Hotel

Asheville

Sunday, April 14

2 P.M. Registration opens. Lobby of George Vanderbilt Hotel.

Meeting of Executive Committee.

Meeting of Nominating Committee.

7 P.M. Smörgsbord. George Vanderbilt Hotel.

8 P.M. Pre-Convention Meeting to honor Pharmacy for Victory Committee. Ballroom, George Vanderbilt Hotel.

Color Movie "Now for Tomorrow" with ten-minute talk by S. M. Edwards of the Owens-Illinois Glass Company.

Sound Movies—Fishing Thrills, Camera Thrills of the War, Old Time Movies, Comedies, Musicals.

Monday Morning, April 15

8 A.M. Past-Presidents' Breakfast. George Vanderbilt Hotel.

9 A.M. Sixty-Sixth Annual Convention of the North Carolina Pharmaceutical Association called to order by President W. A. Gilliam.

Thirteenth Convention of the Reorganized Woman's Auxiliary called to order by Mrs. J. C. Jackson, President.

Thirty-Second Convention of the Traveling Men's Auxiliary called to order by President M. G. Morris.

Invocation—Rev. Floyd Rogers, Rector of Trinity Church, Asheville.

Address of Welcome by Mayor Lyons Lee of the City of Asheville.

Response to Address of Welcome by W. B. Gurley, Windsor.

President's Address by Wade A. Gilliam. E. C. Daniel, First Vice-President, presiding.

"What's to Come?"—an open forum conducted by John W. McPherrin, Editor of *The American Druggist*, and featuring this panel of well-informed leaders of the drug industry: John H. Hoagland, retail druggist of New Brunswick, N. J.; James W. Roberts, Vice-President of Henry B. Gilpin Company and past president of the National Wholesale Druggists Association; John J. Toohy, Vice-President of E. R. Squibb & Sons; Joseph D. Bohan, Vice-President of the Centaur Company, Rahway, New Jersey.

Monday Afternoon, April 15

2:30 P.M. Report of Insurance Committee, P. J. Suttlemyre, Chairman.

Report of Headquarters Building Committee, T. J. Ham, Jr., Chairman.

"Prescription Clinic" by E. A. Brecht, Chairman, Committee on Practical Pharmacy & Dispensing.

Report of the Legislative Committee by M. B. Melvin, Chairman.

Report of the Fair Trade Committee by Ralph P. Rogers, Durham.

Report of the Membership Committee by I. T. Reamer, Chairman.

Report of the N.C.P.A. Students' Branch by Miss Patsy Roy Burgiss, Secretary.

Tuesday Morning, April 16

9 A.M. Annual Report of the North Carolina Board of Pharmacy by H. C. McAllister, Secretary-Treasurer.

Report of the Public Relations Committee by Paul B. Bissette, Chairman.

"The Advantages of Practical Training in Schools of Pharmacy"—Miss Marsha Hood, School of Pharmacy, Purdue University.

"How to Build a Profitable Baby Goods Department"—an illustrated talk by F. M. Schwemmer, Merchandising Manager, The Centaur Company.

Report of The Historian by J. G. Beard, Dean, School of Pharmacy, University of North Carolina.

Report of the U. N. C. Visitation Committee by W. L. West, Chairman.

Tuesday Afternoon, April 16

2:30 P.M. "On the Job Training"—panel discussion by Dr. James E. Hillman, Director, Division of Professional Service, and Dr. J. Henry Highsmith, Director, Division of Instructional Service, North Carolina Department of Public Instruction.

Address by Honorable R. Gregg Cherry, Governor of N. C.

Report of Resolutions Committee by J. C. Jackson, Chairman.

Report of the Committee on the President's Address.

Report of Committee on Time and Place.

Report of Nominating Committee.

Report of N.C.P.A. Secretary-Treasurer and Executive Committee—W. J. Smith.

Installation of Officers.

Adjournment.

General Entertainment Program

SUNDAY, APRIL 14

7 P.M. Smörgsbord. George Vanderbilt Hotel.

8 P.M. Sound Movies, Ball Room, George Vanderbilt Hotel.

MONDAY, APRIL 15

7:30 P.M. Bingo Party, Ball Room, George Vanderbilt Hotel.

"Square Dance and Mountain Music"—Folk Festival directed by Bascom Lamar Lunsford, South Turkey Creek.

"Magic Show"—Thomas R. Hood, pharmacist-magician.

10:30 P.M. Dance, Ball Room, George Vanderbilt Hotel. Music by Dean Hudson's Orchestra under sponsorship of The House of Lance.

TUESDAY, APRIL 16

8 P.M. Floor Show and Dance, Asheville City Auditorium, sponsored by Traveling Men's Auxiliary of the N.C.P.A.

From 8 to 10, entertainment by Joe Wilkerson and his 5-piece mountain string band. Dance, 10 to 2; music by Willie Crisp's Orchestra. Floor show of professional talent during intermission; also some local talent, including the famous adagio team of Plemmons and Meredith.

Ladies Entertainment Program

MONDAY, APRIL 15

1 P.M. Luncheon, Asheville Country Club. Sponsored by Southern Dairies of Asheville.

2 P.M. Tour of Biltmore Industries and Grounds. Sponsored by Dr. T. C. Smith Company

4 P.M. Tea, Grove Park Inn. Sponsored by Dr. T. C. Smith Company.

TUESDAY, APRIL 16

11 A.M. Bridge-Luncheon, Biltmore Forest Country Club. Courtesy of Biltmore Dairies.

3 P.M. Tour through Biltmore Estate.

Local Committees in Charge of N. C. P. A. Convention

FRANK H. PENDER, *Local Secretary*

EXECUTIVE

Frank H. Pender, *Chairman*

Moss Salley	Richard E. Young
Roy Johnson	Earl Houser
John A. Goode	G. E. Brookshire

PUBLICITY

Richard E. Young, *Chairman*

C. H. Craven	R. F. Coppedge
J. C. Canipe	George Mathews
Maurice L. Cable	L. B. Mullen

HOTELS

John A. Goode, *Chairman*

L. P. Brookshire	C. E. Bollinger
Q. T. Bilbro	Stacy Smith
Lloyd Jarrett	

PRIZES

Frank H. Pender, *Chairman*

Beaman L. Pinner	Albert B. Chandley

TRANSPORTATION

G. E. Brookshire, *Chairman*

H. L. Bishop	C. E. Ingle

WELCOME

Earl Houser, *Chairman*

D. W. Foster	J. W. Harrison
A. O. Mooneyham	C. E. Grove
R. J. Noell	A. J. Miller
W. A. Ward	B. B. Flowe
P. D. Rollins	J. C. McGee
C. B. Rhineheardt	L. C. Murrow
C. J. Sisk	H. E. Phillips
J. M. Tatum	D. A. Plemmons
G. L. Kirkpatrick	H. C. Rigby
H. R. Lewis	C. A. Raysor
Bruce Bryant	H. H. Shigley
M. L. Jones	M. L. Jones
W. L. Buhmann	Halcyone Collier
G. A. Sheider	R. H. Roth
J. E. Corpening	J. R. Whitley
L. G. Crouch	E. H. Knight
John Welch	J. M. Radford
J. P. Adams	J. R. Elson
C. E. Cline	J. R. Elson, Jr.
W. E. Michael, Jr.	Herschel Roberts

C. A. Raysor, Honorary Chairman

It was with pleasure that we received the information that the pharmacists of Buncombe County, through a desire to show their love and respect, appointed Cornelius Ayer Raysor honorary chairman for the 1946 convention of the N.C.P.A.

Since 1887, when he received his pharmacist's license, he has been of inestimable value to the profession and to the Association. He was president of the Association in 1906-07, after serving on various committees, as well as being 1st vice-president in 1905.

Mr. Raysor merits the appreciation and thanks of every North Carolina pharmacist for his devotion to his profession and the promotion of its interest.

Another Dose of Rejuvenation

(Continued from Page 87)

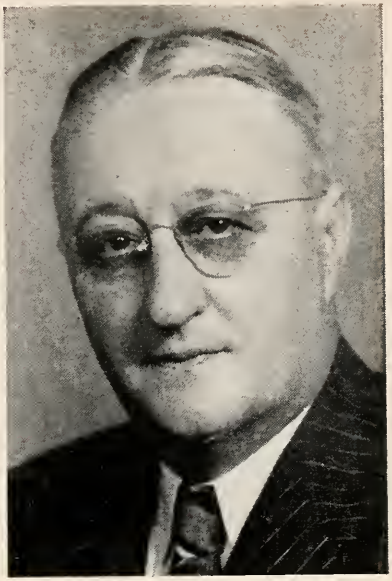
disappeared, the callouses on my feet were no longer troubling me—in fact, I was beginning to feel like a human being again.

All day long, as I learned of new procedures, new pharmaceuticals, new plans for the drug industry, my physical ailments improved in proportion. And, when the entertainment started—well, I assure you that my blood pressure had gotten to normal by this time, and I actually relaxed and enjoyed myself.

Suffice it to say that by the time the convention had ended, I was cured of my ailments. I was anxious to get back to my store in order to really look at it objectively with a view to trying out some of the new ideas I had gotten. Yes, the convention had proved to be a "cure-all" in my case.

I'm getting my bag packed now, ready to go to Asheville, for I've had a preview of the following pages of this JOURNAL, and I'm ready for another dose of "rejuvenation."

W. A. Gilliam
N. C. P. A. President



E. C. Daniel, Zebulon
N. C. P. A. President-Elect

President Gilliam; President-Elect Daniel

After two years as head of the Association, Wade A. Gilliam of Winston-Salem will turn over the active management of the N.C.P.A. to Cliff Daniel of Zebulon at the conclusion of the Sixty-Sixth Annual Convention. Although having to operate under difficult circumstances, a condition with which all war-time officials are familiar, Mr. Gilliam has done a commendable job in directing the activities of the Association.

President Gilliam initiated the "Pharmacy for Victory Committee Program" in May, 1944, immediately following his installation as President of the N.C.P.A.—a program which resulted in the sale of fifteen million dollars in war bonds. The Cadet Nurse Recruitment Drive, several testimonial dinners, *American Druggist* citation awards, Pharmacy School banquet and many other events of importance were successfully directed by him.

And all the while our President was also directing the activities of the Winston-Salem Merchants Association in addition to managing a large suburban drug store. Yes, the past two years have been exceedingly busy periods for Mr. Gilliam. While Wade is a modest person, preferring to let the other fellow take the credit, a glance at the record will indicate the progressiveness of his administration.

President Gilliam's energy and organization ability will continue to be utilized by the Association. He will continue as a member of the Executive Committee and on April 28th will be commissioned a member of the North Carolina Board of Pharmacy for a five-year term.

Our incoming President, Cliff Daniel of Zebulon, is planning to continue the Association's program unabated, and he, like his predecessors, will doubtless inaugurate new undertakings designed to help the membership and the profession. His ability, friendliness, and desire for progress are favorable signposts for his term of office.

President Gilliam and President-Elect Daniel will be in Asheville to greet you.

MEET US IN ASHEVILLE

Your N. C. P. A. Group Health and Accident Department will be in the lobby of the George Vanderbilt Hotel to serve you.

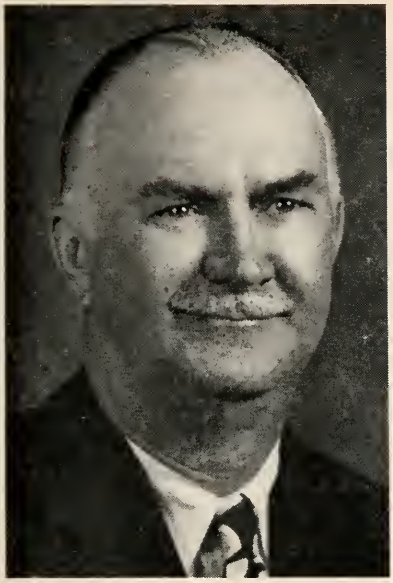
A staff of three underwriters will be present to give you information on the following:

1. Your policy.
2. Any insurance held with other companies.
3. Claim procedure.
4. Insurance for your employees.
5. General Health and Accident Insurance.

We'll be seeing you then.

F. W. SARLES, STATE MGR.
R. J. GOLDEN, ASS'T. STATE MGR.
LUCAS ABELS, SPECIAL AGENT

Inter-Ocean Casualty Company
222 Piedmont Bldg.
Greensboro, N. C.



Frank H. Pender, Local Secretary

A mountaineer transplanted from the East —that's Frank H. Pender, local Secretary, who is busy with convention details these days. As many of our readers know, Frank worked for Dr. E. V. Zoeller in Tarboro and Ira W. Rose of Rocky Mount before migrating westward to Asheville where he is now as much a part of Buncombe County as Pack Square.

In casting about for a local secretary, the pharmacists of Asheville decided Mr. Pender was the man for the job, so unanimously voted him into office. And since that time he has more than justified their choice. All the little details which go into making a convention the success it ought to be have been taken care of by Mr. Pender.

Although Mr. Pender has been giving most of his time to operating the Commercial Discount Corporation of Asheville, he has kept himself identified with the retail drug business by working part time at The Asheville Pharmacy. He was associated with Mr. C. A. Raysor for several years before Mr. Raysor sold his business to Mr. John Goode.

Late reports from Mr. Pender, who is also acting as chairman of the prize committee, indicate there will be plenty of merchandise as convention awards. This year most of the prize awards will be given away during a bingo party. And, as in the past, a percentage of the merchandise will be allocated to The Woman's Auxiliary for their own use.

Mr. Pender requests all golfers to bring their clubs, as Asheville has some of the best greens in the country.

Mrs. Joe Monroe

Mrs. Joe Monroe, President of the Charlotte Drug Club Auxiliary, has, during the past year sponsored a most progressive program for the organization. During 1945 she was Membership Chairman for the Woman's Auxiliary of the North Carolina Pharmaceutical Association. Under her leadership, the committee enrolled 252 members for the state organization, the largest membership since the Auxiliary was started in 1920.

The Monroes make their home in Charlotte at 2159 Crescent Avenue. Mr. Monroe is associated with the Carolina Cut Rate Drug Store, Inc.

This is the Norwich story

It's a simple story:

1. ***We make fine products***
2. ***We advertise and promote them***
3. ***You profit by them handsomely***

Ask the Norwich Man for the whole story.

The Norwich Pharmacal Co., Norwich, N. Y.

Registration

Registration for the 1946 convention will be held at Convention Headquarters, the George Vanderbilt Hotel, Sunday, April 14th, beginning at 2 p.m. C. M. Andrews, Burlington, will be registrar for the N.C.P.A. and Woman's Auxiliary members. J. Floyd Goodrich will register the Traveling Men's Auxiliary.

For a number of years, the convention has been held at one of the seven so-called "convention cities." This necessitated private contributions from the druggists of these towns in underwriting some of the entertainment expense, etc. In order to spread this expense to the participants of the entertainment and to render unnecessary this solicitation of private funds, the Executive Committee of the Association has set the N.C.P.A. registration fee at $5.00. The Local Committee at Asheville, therefore, has been requested not to solicit contributions from the local druggists, who already are giving much of their time and efforts to making this convention a success.

Members of the Woman's Auxiliary, however, will be registered at $1.00 as in the past. Members of the Traveling Men's Auxiliary will be registered as usual.

Drug Club Activities

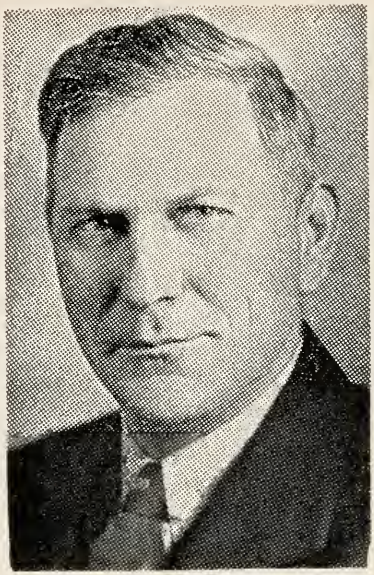
Plans to begin an extensive membership drive for the Winston-Salem Drug Club were formulated at a meeting in Winston-Salem on March 12th. J. C. Powell, G. C. Hartis and J. M. Darlington were named members of the membership committee by President Sam Welfare.

The adoption of a constitution and by-laws and a talk by W. J. Smith of Chapel Hill were highlights of the meeting. The Club will have active and associate members, meet monthly, and pay dues of $3 and $6 a year.

A sound movie, "Dream Flower" and "Fishing Thrills," completed the program.

Political Pointers

Sam Welfare, who represented Forsyth County in the last General Assembly, says he does not choose to run this year. Oscar Smith, Mayor of Pilot Mountain, has his eye on a Senate seat and is expected to announce his candidacy soon. Allison Overby of Angier already has his hat in the ring and is actively campaigning in Harnett County.



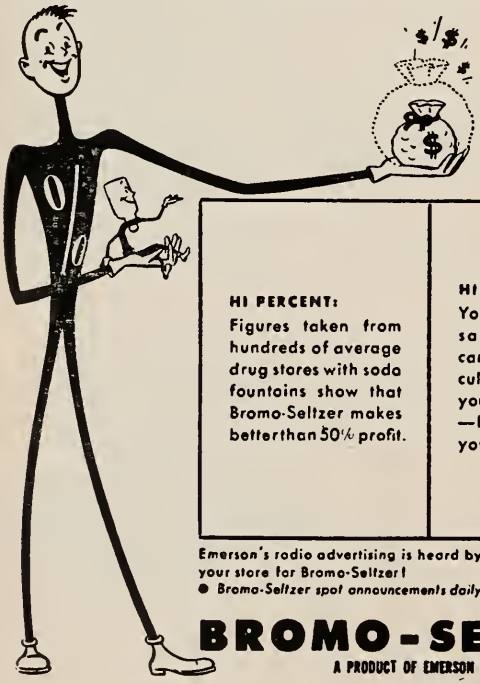
Gov. R. Gregg Cherry

Flash

A feature attraction of the Tuesday afternoon session will be the appearance of Governor R. Gregg Cherry, who will bring greetings to the delegates. Since this is the first convention held since Governor Cherry took office, we are particularly delighted that he can be with us.

We also have a tentative acceptance from Pharmacist-Governor Ransome Williams of South Carolina, who is attempting to arrange his schedule in order to appear on our program. Governor Williams is no stranger at drug conventions. He has attended a number of meetings of the National Association of Retail Druggists and always supports his State Association.

FAMOUS BILTMORE HOUSE AND GARDENS—HOME OF THE LATE GEORGE W. VANDERBILT—ASHEVILLE



Here are sales facts from HI PERCENT, Profit-pointers that help pay rent... To double your money, here's all you do: Put Bromo-Seltzer to work for you!

HI PERCENT:
Figures taken from hundreds of average drug stores with soda fountains show that Bromo-Seltzer makes better than 50% profit.

HI PERCENT:
Your Bromo-Seltzer salesman always carries a Profit-Calculator. He can tell you when you order —how much profit you'll make.

HI PERCENT:
Here are two important ways to build your profits on Bromo-Seltzer:

1. Keep the Bromo-Seltzer dispenser clean and displayed on back bar of your fountain.

2. Display quantities of at least 3 sizes of Bromo-Seltzer with price tickets on your drug counters.

Emerson's radio advertising is heard by millions of families day after day. It brings customers into your store for Bromo-Seltzer! ● *Vox Pop every Monday night on CBS Coast-to-Coast.* ● *Bromo-Seltzer spot announcements daily on more than 200 stations including the full Keystone network.*

BROMO-SELTZER
A PRODUCT OF EMERSON DRUG COMPANY SINCE 1887

FIGHTS HEADACHES 3 WAYS

Dunn to Dunedin

In an effort to improve his health and at the suggestion of a medical specialist, Thomas R. Hood of Dunn is leaving the State for Florida. For the past several years Tom has been bothered with a nasal ulcer, so he has decided to try out the suggested treatment of "twelve months in a dry climate."

He has disposed of his half interest in Hood's Drug Store to his brother, Paul C. Hood, with whom he has been associated for many years. Edward Hood, son of Paul, will become a partner with his father in the continued operation of the business.

Since Tom is anxious not to lose contact with retail drug business, he has bought a drug store in Florida—the Dunedin Pharmacy, Dunedin, which he intends to operate. And he says he intends doing a little fishing on the side.

The Dunn *Dispatch*, commenting on Tom's departure, said in part: "The Town of Dunn will say 'goodbye' to Tom Hood with genuine regret and mixed emotions. We have never thought of Tom in connection with any other town. It doesn't seem that the tie that binds him here should be cut.

"His many friends in Dunn and throughout North Carolina are wishing for him a speedy and complete restoration to health—and then a return to Dunn. Hurry back, Tom!"

Rules for New Admissions, UNC

Regulations governing admissions to the University of North Carolina provide for the following system of priorities:

1. Students now in school. (a) North Carolina veterans. (b) North Carolina non-veterans. (c) Out-of-State veterans. (d) Out-of-State non-veterans.

2. Former students. (a) North Carolina veterans. (b) North Carolina non-veterans. (c) Out-of-State veterans. (d) Out-of-State non-veterans.

3. New students. (a) North Carolina veterans. (b) North Carolina non-veterans. (c) Out-of-State veterans. (d) Out-of-State non-veterans.

The priority regulations will not apply to students holding scholarships or fellowships, local students privately housed, or non-local students providing their own living quarters off campus.

Cold Applications

W. D. Pemberton of Gibson's, Inc., Concord, reports:

"While I was on duty the other night in the drug store, a very excited man called and told me he had gotten some brake fluid in his eyes. Not knowing what was in the fluid, I was unable to tell him what to do, so referred him to any eye specialist.

"In about twenty minutes he called back and said the doctor recommended he apply cold applications, and would I please send him a few."

Veto: The New Deodorant

According to E. H. Hemmle, Southern Sales Manager of Colgate-Palmolive-Peet Company, their new cream deodorant, VETO, is rapidly coming to the forefront as a fast selling, profit maker for the retail druggist. And when it is realized the sales volume of deodorants approximates that of hand lotions, we can expect increased emphasis on the display and sale of this type of product.

VETO will be supported by advertising on a coast-to-coast network of 179 radio stations and in 65 Sunday newspapers. In addition, special "VETO" ads will appear in the *American Weekly* and *This Week* magazines.

In further support of VETO, two ads a week will appear in 97 daily newspapers.

FOR SALE

One 2½ gallon Mills ice cream freezer and one 60 gallon hardening cabinet; six sets soda booths and one Kelling nut machine.

Civil's Plaza Drug Store
1432 Central Avenue
Charlotte, N. C.
Phone 34171

Pharmacists Attend Seminar

Pictured on the opposite page is a classroom scene at the recent Seminar on Modern Pharmaceutical Practice attended by more than 50 pharmacists from North Carolina and neighboring states. The 3-day conference was held at Chapel Hill and was conducted by the North Carolina Pharmaceutical Association in cooperation with the University of North Carolina School of Pharmacy.

Left to right, first row: J. V. Farrington, High Point; W. G. Thomas, Jr., Varina; Wade A. Gilliam, Winston-Salem; E. A. Brecht and I. W. Rose, Chapel Hill.

Second row: C. E. Ingle, Asheville; L. R. Sparks, Jr., Durham; H. L. Bishop, Asheville; J. W. Martin, Macclesfield; W. R. Richardson, Boone, and C. F. Buck, Indianapolis, Indiana.

Third row: W. R. McDonald, Jr., Hickory; Paul Gamble, Monroe; J. A. Creech, Salemburg; John Biggs, Greenville; Anthony Johnston, Littleton, and R. B. Grantham, Red Springs.

Fourth row: W. A. Ward, Swannanoa; A. K. Hardee, Charlotte; J. P. Tunstall, Washington; T. J. Ham, Jr., Yanceyville; Graham Culbreth, Southern Pines, and Lloyd McCombs, Raleigh.

Fifth row: M. A. Nicholson, Troy; J. R. Elson, Jr., Enka; W. L. West, Roseboro; C. N. Smith, Washington, D. C.; E. W. Woolard, Henderson, and Sam Welfare, Winston-Salem.

Sixth row: Moss Salley, Asheville; J. S. Selden, Weldon; Alfred Martin and Octavus Griffin, Roanoke Rapids; Harry Walker, Norlina, and D. D. Hocutt, Henderson.

Seventh row: J. C. Jackson, Lumberton; L. A. Wharton, Gibsonville, and A. V. Baucom, Apex.

Pinner to Head Asheville Drug Club

Beaman L. Pinner of Pinner's Drug Store, West Asheville, has been elected President of the Asheville Drug Club. Serving with him will be J. Conrad McGee of the Charlotte Street Pharmacy, Vice-President, and James W. Harrison of the Dr. T. C. Smith Company, Secretary-Treasurer.

The Club has held three meetings since the first of the year, mainly for organizational purposes and to work out some of the details to be handled by the local group in connection with the N.C.P.A. Convention, which is scheduled for Asheville, April 14-16.

Currently, a pre-convention rally is being discussed.

Board of Health Appointments

A. T. Nicholson, a member of the Edgecombe County Board of Health since October 9th, 1945, was reappointed for a term of two years in the reorganization of the Board on January 1st.

F. Herman Cline, manager of Walker's Drug Store, Charlotte, has been appointed a member of the Mecklenburg County Board of Health.

No Rest for the Weary

Lt. John M. Pickard returned home March 15th after 42 months' service, the latter part of which was spent in Japan. The help situation being what it is, someone got John out of bed early next morning and wanted him to come to work.

For the time being, John has a "Do Not Disturb for 30 Days" sign out, so we suggest you withhold all propositions until after April 16th, the expiration date of his terminal leave.

Sesquicentennial Celebration

Professor I. W. Rose will officially represent the North Carolina Pharmaceutical Association as a delegate to the final convocation and other exercises of the Sesquicentennial Celebration of the University of North Carolina. The celebration will extend over a two-day period—April 12th and 13th.

The Sesquicentennial Celebration is being held for the purpose "of venerating its founders, appraising its achievements in fostering the spirit of free inquiry, love of knowledge, and scientific investigation, and considering the function of learned institutions in the modern world."

Purdue University will be represented by Professor Henry M. Burlage of Chapel Hill.

Before You Buy Any Calendar for 1947, See The Popular

Here's the St. Joseph Calendar and Weather Chart. So tremendously during the past years has it gained in popularity among druggists and their customers, that you'll surely want to see it. Let your Ploughman demonstrate—

- **Keeps Your Name Before Your Customers**
- **Works For You In The Home 365 Days Of The Year**
- **Highlights Merits of Your Most Profitable Advertised Merchandise**
- **Creates More Good Will**
- **Ties You In With Plough's National Advertising**

A home "Wall Bill Board" in space that neither love nor money could buy.

"MILLION DOLLAR SALESMAN"

Goes into homes of your best customers—A "salesman" who **sells** 'em in the home, brings 'em to your store to **buy.** Long experience has already sold millions of dollars worth of Plough's Fair-Traded-At-Full-Advertised-Price Products in Drug Stores—is all set to do the same for you.

Why Your Customers Keep It "UP"

Thirteen colorful pages jam-packed with useful, valuable information—in class by itself in eye appeal, sales appeal, long life. Includes—

1. Signs of zodiac (also appear in each month's calendar).
2. Moon's phases.
3. Time sun rises, sets.
4. Historical data.
5. National holidays, birthdays.
6. Fishing calendar.
7. Breeding charts.
8. U. S. weights, measures.
9. Religious fast days.

Every page seasonally advertising a Plough Product you carry—with back of all calendar pages **blank,** for operation diary and folded back for permanent record!

Let Your PLOUGHMAN Show You This Amazingly Practical Calendar and Explain How Your FREE GOODS PAY THE BILL

PLOUGH SALES CORPORATION
Subsidiary of
Plough, Inc.
Memphis 1, Tenn.

OUR FULL ADVERTISED PRICES ARE MINIMUM RETAIL PRICES IN ALL FAIR TRADE STATES

Tar Heel News Notes

Wilmington—Miss Shirley Hurwitz of Clinton has accepted a position with the Service Drug Store, 8th & Market St.

Greensboro—W. H. Maxwell, an employee of The Coca-Cola Company for the past 17 years, has been transferred to this city from the Middle West. He will serve as district sales manager in the fountain sales division.

Durham—Lt. E. T. Brown, formerly of the Duke Hospital Pharmacy Staff, has been transferred from Thayer General Hospital, Nashville, Tenn., to the Northington General Hospital, Tuscaloosa, Alabama.

Raleigh—J. E. Treadwell has been awarded a three weeks' trip to Alaska, Mexico or any other place in the hemisphere he might choose for being "the leading Norwich salesman in the country." The announcement has just been made by Mr. Treadwell's firm, The Norwich Pharmacal Company.

Kinston—The condition of Herbert Temple, who was recently stricken with thrombophlebitis in his right leg, is slowly improving. He has been a patient at Parrott Memorial Hospital for several weeks.

Asheboro—Sam Black has returned after a ten-day vacation to Florida. He and his brother did a great deal of traveling during the ten-day period, but little fishing. Before leaving the State, he resigned his position with Person Street Pharmacy, Raleigh.

Orlando—Mrs. E. P. Crawford writes "we talked to Mrs. A. C. Cecil and her daughter, Mary Lou, of High Point today." The Crawfords are spending the winter in Florida.

Durham—Sale of the CM Company, manufacturers of CM headache powders, has been announced by Perry A. Sloan, head of the new corporation. The new corporation is composed of Sloan, L. L. Collins and E. B. Cranford. The CM formula originally was prepared during the first World War by J. R. King and R. A. Crabtree in their East Durham pharmacy.

Charlotte—A $20,000 remodeling job for Walgreen's Drug Store is expected to get underway very shortly. A modernized exterior featuring glass blocks and a larger, more attractive entrance with solid glass doors will be substituted for the present one. M. D. Eberly is manager of the store.

Fayetteville—W. M. Mebane, sales representative of Sharp & Dohme, has transferred his headquarters to this city from Wilmington. He is living at 130 Rowan Street.

Black Mountain—Steve Uzzell is back in Black Mountain for a vacation. He expects to make one more trip to Europe before his discharge in June.

Greensboro—J. Frank Pickard, newly discharged from the Navy, writes for details of Association membership and says "thank you most sincerely for sending me copies of the Carolina Journal of Pharmacy and the 'newsy' letters." We were glad to do this little bit, Frank. At one time we were writing to 150 servicemen in all parts of the world.

Winston-Salem—D. S. Morris, sales representative for Colgate-Palmolive-Peet Company, is now working out of this city covering Guilford County west across the top half of North Carolina and into Tennessee.

Belhaven—Miss Helen Duguid, until recently pharmacist with McNeely's Drug Store, Greensboro, has accepted a similar position with the Davis Drug Store of Belhaven.

Chapel Hill—Albert W. Jowdy, Jr., of New Bern, was a recent visitor to Chapel Hill. He is now stationed in San Francisco on the *USS Medusa*, a repair ship, and expects his discharge by June 1st.

CONVENTION DELEGATES DESIRING AN ADDITIONAL DAY'S VISIT TO THE GREAT SMOKY MOUNTAINS WILL ENJOY A DRIVE THROUGH THE CHEROKEE INDIAN RESERVATION TO CLINGMAN'S DOME (ELEVATION 6,643 FT.), PICTURED ABOVE

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THE WOMAN'S AUXILIARY OF THE N.C.P.A.

OFFICERS

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MRS. J. W. BENNICK, Charlotte.....*First Vice-President*
MRS. A. V. BAUCOM, Apex.....*Second Vice-President*
MRS. W. J. SMITH, Chapel Hill.....*Secretary-Treasurer*
MRS. W. R. ADAMS, Angier.....*Parliamentarian*
MRS. J. FLOYD GOODRICH, Durham.....*Historian*

MRS. J. C. JACKSON, Lumberton
President

A Message from the President

To the members of the Woman's Auxiliary of the N.C.P.A.:

It has been two years since we have had the opportunity of holding a state-wide meeting. Consequently we have many things to discuss in planning the future welfare of the Auxiliary.

Your committees have worked faithfully and tirelessly during the two years they have been called upon to serve. Their reports will be of special interest.

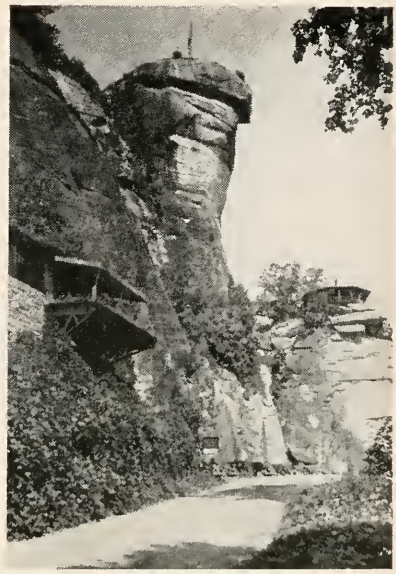
The Constitution and By-Laws revision will be brought before the Auxiliary for vote.

Two new local drug club auxiliaries will be welcomed at this meeting.

In other words, the business session will be an important one—so plan to be there, won't you?

And, of course, all work and no play makes Jane a dull girl, so we are looking forward to the lovely entertainment which the Asheville Auxiliary has in store for us. Mrs. McGee has written me that her committees really have some nice surprises in store for us—luncheons, a tea, a bridge party, a tour of Biltmore Estate, to say nothing of the evening parties planned for the men and ladies jointly.

I know you're busy—but I believe that you will benefit by a trip to *The Convention* April 14, 15, 16.



CHIMNEY ROCK AND CLIFF DWELLERS INN IN FOREGROUND—26 MILES EAST OF ASHEVILLE

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Asheville, N. Carolina

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April 14 - 16 - 1946

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NORTH CAROLINA

Local Committees, Woman's Auxiliary of the N. C. P. A.

EXECUTIVE COMMITTEE

Mrs. J. Conrad McGee, *Chairman*

Mrs. Lloyd Jarrett
Mrs. H. H. Shigley
Mrs. Beaman Pinner
Mrs. J. A. Goode
Miss Antoinette Salley
Mrs. M. L. Cable
Mrs. L. G. Crouch

HOSPITALITY

MRS. LLOYD JARRETT, *Chairman*

Mrs. H. L. Bishop
Mrs. C. B. Rhineheardt
Mrs. J. R. Johnson
Mrs. M. L. Cable
Mrs. L. G. Crouch
Mrs. H M. Strom
Mrs. T. C. Smith
Mrs. Pete Rogers
Mrs. Everett Mitchell
Mrs. H. H. Shigley
Mrs. J. A. Goode
Mrs. Moss Salley
Mrs. M. F. Teague
Mrs Charles Rackley
Mrs. Allen Smith
Mrs. Stacy Smith
Mrs. Frank Pender
Mrs. G. W. Mathews
Mrs. Jim Sisk

LUNCHEON

Mrs. J. A. Goode, *Chairman*

Mrs. Charles Rackley
Mrs. Rose Whittington
Mrs. H. M. Strom
Mrs. C. A. Lord
Mrs. L. G. Crouch
Mrs. J. E. Corpening
Mrs. G. W. Mathews
Mrs. Beaman Pinner
Mrs. Moss Salley
Mrs. Albert Chandley
Mrs. Frank Pender
Mrs. D. A. Plemmons

GROVE PARK INN TEA

Mrs. H. H. Shigley, *Chairman*

Mrs. C. B. Rhineheardt
Mrs. Stacy Smith
Mrs. M. L. Cable
Mrs. F. A. Powell
Mrs. L. G. Couch
Mrs. H. L. Bishop
Mrs. Earl Hauser
Mrs. P. D. Rollins
Mrs. W. L. Buhmann
Mrs. J. R. Johnson
Mrs. L. B. Mullen
Mrs. Beaman Pinner
Mrs. Lloyd Jarrett
Mrs. James Harrison
Mrs. D. A. Plemmons
Mrs. T. C. Smith
Mrs. J. E. Corpening

REGISTRATION

Miss Antoinette Salley, *Chairman*

Miss Mary Anne Jarrett
Mrs. F. A. Powell
Mrs. James P. Adams
Mrs. D. A. Plemmons
Mrs. H. L. Bishop
Mrs. C. B. Rhineheardt
Mrs. R. J. Johnson
Mrs. J. E. Corpening

PRIZES

Mrs. Beaman Pinner, *Chairman*

Mrs. Johnny Welch
Mrs. Charles Sisk
Mrs. Lloyd Brookshire
Mrs. C. L. Murrow
Mrs. Earl Houser
Mrs. J. R. Johnson
Mrs. Guy Brookshire
Mrs. D. A. Plemmons
Mrs. H. R Lewis
Mrs. Ed. Michael

BILTMORE FOREST COUNTRY CLUB LUNCHEON

Mrs. M. L. Cable, *Chairman*

Mrs. E. D. Mitchell
Miss Mary Louise Armstrong
Mrs. J. R. Johnson
Mrs. L. G. Crouch
Mrs. M. F. Teague
Mrs. L. B. Mullen
Mrs. C. B. Rhineheardt
Mrs. H. H. Shigley
Mrs. Lloyd Jarrett
Mrs. W. L. Buhmann
Mrs. H. L. Bishop
Mrs. F. A. Powell
Mrs. J. A. Goode
Mrs. Charles Sisk

Business Session of the Woman's Auxiliary of the N. C. P. A.

10:30 A.M., April 15, 1946

GEORGE VANDERBILT HOTEL ASHEVILLE, N. C.

PROGRAM

Song ..... America
Devotional ..... Mrs. L. E. Barnhardt
Greetings ..... Mrs. Lloyd Jarrett
Response ..... Mrs. M. L. Jacobs
Greetings from the N.C.P.A. ..... W. A. Gilliam
Greetings from the T.M.A. ..... M. G. Morris
Greetings from the School of Pharmacy ..... M. L. Jacobs
Roll Call
Reading of Minutes
President's Address ..... Mrs. J. C. Jackson
Report of Secretary-Treasurer ..... Mrs. W. J. Smith
Report of Parliamentarian ..... Mrs. W. R. Adams
Report of Historian ..... Mrs. J. F. Goodrich
Committee Reports
- Executive ..... Mrs. John Bennick
- Hospitality ..... Mrs. P. A. Hayes
- Membership (1945) ..... Mrs. Joe Monroe
- (1946) ..... Mrs. M. B. Melvin
- Resolutions ..... Mrs. Dewey Groome
- War Finance ..... Mrs. E. A. Brecht
- Nominating ..... Mrs. C. H. Bradford

Local Auxiliary Reports
- Asheville ..... Mrs. Lloyd Jarrett, Pres.
- Charlotte ..... Mrs. Joe Monroe, Pres.
- Greensboro ..... Mrs. Owen Trogdon, Pres.
- Raleigh ..... Miss Mary Closs Spell, Pres.
- Winston-Salem ..... Mrs. J. M. Darlington, Pres.

Announcements
Installation of Officers
Adjournment

TRANSPORTATION

Mrs. L. G. Crouch, *Chairman*
Mrs. Albert Chandley
Mrs. F. A. Powell
Mrs. B. L. Meredith
Miss Mary Louise Armstrong
Mrs. A. O. Mooneyham
Mrs. R. Young
Mrs. D. A. Plemmons
Mrs. H. M Strom
Mrs. Q. T. Bilbro
Mrs. G. A Sheider
Mrs. Ed. Michael

JOHN W. MCPHERRIN
Editor of *American Druggist*, who will present your questions to speakers on "What's to Come?" Forum

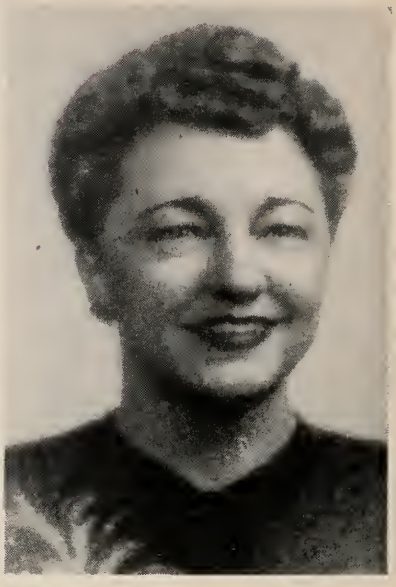
An Invitation from the Executive Chairman for the Woman's Auxiliary of the NCPA

MRS. J. C. MCGEE

The ladies of the Asheville Drug Club Auxiliary have been planning and working toward excellent entertainment for the visiting ladies during the N.C.P.A. convention.

On Monday, after the business session of the Auxiliary closes, you will be guests at a luncheon at the Asheville Country Club. Immediately following, a trip to the homespun weavers at Biltmore Industries is planned. At 4 o'clock you will be invited to tea at the Grove Park Inn. On Tuesday a bridge-luncheon at the Biltmore Forest Country Club starts the entertainment day. The feature of the afternoon will be a visit to the Biltmore Estate. Of course the ladies will also participate in the evening parties.

The ladies of Asheville are keyed up with eagerness to welcome the visiting ladies and are determined to see that you have an enjoyable convention holiday.



MRS. J. C. MCGEE, Asheville

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Reaco B-Complex with C Tablets
Reaco A & D Capsules
A. E. P. Tablets
Pyridoxine HCl (B6) 10 mg. Tablets
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OF

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Joe L. Wear.....*Vice-President*
J. Floyd Goodrich.....*Secretary-Treasurer*
Miss Hattie Leigh Dudley
Asst. Secretary-Treasurer

Board of Governors

H. P. Watson (Deceased).....Five Years
L. J. Loveland.....Four Years
N. B. Moury.....Three Years
C. H. Smith.....Two Years
J. W. Bennick.....One Year

T.M.A. Plans Annual Party

The two smiling faces at the left will be at Asheville to greet you. M. G. Morris, of Greensboro, president of the Traveling Men's Auxiliary, will preside over the business session of that group, to be held Tuesday morning, April 16th. As usual. J. Floyd Goodrich, secretary, will greet you from behind the registration table.

B. Lacy Meredith, local chairman for the T.M.A., will also be found dispensing hospitality when you arrive at Convention Headquarters.

The T.M.A. officers are to be commended on the outstanding program which they have planned as entertainment for the guests on Tuesday evening.

EVERFRESH *Products*

are well on their way toward carrying on—through 1946—their annual custom of making each succeeding year their biggest in sales.

EVERFRESH

CITRATE OF MAGNESIA

- Popular in Quality and in Price
- Reliably Standard Preparation
- Exclusive Purifying Process

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
6 Dozen, 12½% 12 Dozen, 15%

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RELIEVES HEADACHES

BC

. . . and soothes Nerves upset by

HEADACHE *and* **NEURALGIA**

The prescription-type ingredients in the "BC" formula are readily assimilated. That's why "BC" offers quick relief from headaches, muscular aches and pains.

Nerves ruffled and upset by minor pains are also gently soothed by the quick-acting "BC" ingredients. Keep a 10c or 25c package handy. Use only as directed. Consult a physician when pains persist.

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DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

Trade Items of Interest

Atabrine

Atabrine, widely used for treatment of malaria by the armed forces, may now be purchased without a doctor's prescription in retail drug stores throughout the country, according to a ruling by the Food & Drug Administration, Washington, D. C.

New Prickly Heat Powder

Following several years of intensive laboratory and clinical research, Johnson and Johnson of New Brunswick have developed a new product for the relief of prickly heat. This newest item in the Johnson and Johnson line will be marketed under the name of Johnson's Prickly Heat Powder.

Johnson's Prickly Heat Powder will be the first, so far as is known, to make use of bentonite, a colloidal ingredient which imparts to the product an unparalleled degree of absorbency. Bentonite does not cake readily and, unlike starch, is a non-organic product which, because it cannot promote bacterial growth, will not ferment and become acid.

Creo-Terpin Returns

Creo-Turpin, 10-ounce size, is back again after two years. It still lists at $9.25 a dozen, less regular discount plus usual bonus of one bottle. Norman B. Moury, the Wampole Man, will be glad to take your order. Address him at 416 South Mendenhall Street, Greensboro.

The Raleigh Pharmacal Company

J. Amram of the Raleigh Pharmacal Company (244 W. Hargett Street, Raleigh, N. C.) announces initial detail work on their product "Benz-iodo-Sal" is being done in Raleigh and Washington. The product is recommended for the relief of arthritis.

The company is also distributing "Alblo Creme" which is to be used in the treatment of acne and blackheads.

"All of our business," Mr. Amram says, "is confined strictly to the pharmaceutical field."

Unguentine Rectal Cones

Unguentine Rectal Cones advertising is now being concentrated in a big list of local newspapers throughout the country. The adoption of newspaper advertising represents a new step in the promotion of this product and will help materially to increase sales of Unguentine Rectal Cones.

Vada-Bec

Vada-Bec, multiple vitamins capsule preparation, is being extensively detailed by Drug Specialties, Inc., Winston-Salem, this month. "Vitand" and "Elixir Be-Ferrum," two other items distributed by the firm, are also being promoted.

Details of this preparation, prices, etc., may be obtained from J. C. Powell, Drug Specialties, Inc., P. O. Box 830, Winston-Salem, N. C.

The Winston-Salem Apothecary Club

MRS. C. R. WHEELER, *Reporter*

JANUARY MEETING

The January meeting of the Apothecary Club was one of our best attended in spite of sleet and snow. We met with Anna James and everyone had a good time from the minute she entered the door until she crept slowly down the steps to the ice-covered sidewalks. Sarah McPhail and Mrs. N. L. Roberts were co-hostesses with Anna.

Mary Darlington, our president, had charge of the meeting. We voted to give $5.00 to the USO cookie jar in the bus station. The Sunshine box was passed and $1.61 was added to this fund.

A letter from Mrs. Jackson, State President, was read, thanking our club for its splendid cooperation in putting over the war loan drives.

The club voted to donate $5.00 to the Infantile Paralysis Drive.

Agnes Rollins was in charge of the program. She introduced our guest speaker, G. C. Hartis, who told us about the "Millionaire's Trip to Detroit" which he won for his splendid sales record with Parke, Davis and Company. Among the many entertaining and interesting things Mr. Hartis told us was his account of how influenza serum for the prevention and cure of influenza was made. We are looking forward to the time when it becomes 100% perfect and there will be no more "flu" going around.

Following Mr. Hartis' talk, our hostesses served us most tempting and delicious refreshments.

FEBRUARY MEETING

Our February meeting at Lyda Fishel's house turned out to be a Valentine party. Nell Cahill and Janie Wheeler were co-hostesses. The house was most suggestive of the season with red hearts and white carnations in attractive holders as decorations.

Mrs. Darlington conducted a short business session. State dues were collected and everyone was reminded of the State Convention that is to be held in Asheville in April.

The Sunshine box was passed and $7.16 was added. Mrs. Williams was asked to take care of this fund, and to send out cards to members who are ill or have sorrow in their families.

A nominating committee was appointed with the following members: Mrs. Fishel, Mrs. Strum, and Mrs. Barrow.

Plans were made for an auction sale to be held at the March meeting for the purpose of raising funds for our 1946-47 gift to the Student Loan Fund at the University of North Carolina.

After the business session, small tables were set up and bingo was enjoyed. It was lots of fun, and there were plenty of prizes.

Refreshments were served at the tables, and everyone ate, talked and laughed as they admired the adorable Valentine centerpiece before her. This was truly a nice party, and everybody had fun.

MARCH MEETING

Our March meeting was with Mrs. Wade Gilliam, and honestly, we could hardly keep our eyes or minds off the tea table before us, for it was loaded down with items for sale—hard to get "stuff" such as Snowdrift, cleansing tissues, Rinso, Lux, and one of Agnes Rollins' wonderful pecan pies.

So, Mary Darlington, as anxious as any of us to get on with the sale, rushed the business session along.

Dues for the coming year, which begins with the first meeting in April, were raised to $2.00 per member.

Mrs. Leon Kimball, our state membership chairman, collected state dues.

Mrs. Gilliam told of the convention plans and urged everyone to take time out to go to Asheville for at least one day.

Mrs. Gladys Priddy was welcomed into the club as a new member.

The Sunshine box collected $2.00.

Discussion of our constitution and by-laws was held, but plans were tabled until the April meeting, when they will be voted on.

The Nominating Committee presented the

following slate of officers to serve for the coming year: President, Mrs. Sam Welfare; Vice-President, Mrs. J. W. Ward; Secretary, Mrs. V. M. Williams; Treasurer, Mrs. Gray Sowers; Corresponding Secretary, Mrs. H. K. Barrow. They were duly elected and will take office at the April meeting.

The April meeting will be a dinner meeting at the home of Mrs. Craig Lewis with Mrs. Ward and Mrs. Andrews co-hostesses. It will be held April 4th at 7 o'clock.

Now for the fun. Agnes Rollins, Frances Kimball, and Ruth Ridenhour were in charge of the auction sale, and proved to be wonderful salespeople, for they got top prices on all the items sold. Sales amounted to $27.05 to be added to our treasury, to say nothing of the fifty dollars worth of fun we had.

Mrs. Gilliam served delicious refreshments to the 22 members present.

The Raleigh Woman's Drug Club

The March meeting of the Raleigh Woman's Drug Club was held the evening of March 7th at the Woman's Club, with Miss Mary Closs Spell, president, presiding.

A short business session was held, when plans were discussed for sending representatives to the State Auxiliary meeting to be held at Asheville, April 14-16, in conjunction with the N.C.P.A. convention.

Eight new members were received into the club, and three guests were made welcome: Mrs. W. C. English of Winston-Salem, Mrs. John Mullen and Mrs. Broden of Raleigh.

Following the business session, there was a social hour at which bridge and bingo were played. High score for bridge was won by Mrs. R. I. Cromley and second high went to Mrs. B. Frank Page.

Hostesses for the evening were Mesdames J. R. Brockwell, O. G. Duke, John Treadwell, W. H. DeLoache, and J. H. Singleton.

Time for a Vacation, Mr. Grimes

O. G. Duke, Jr., sales representative of Johnson & Johnson in Eastern North Carolina, reports:

"Mr. David Grimes of Robersonville has not been away from his drug store a full day in twenty-three years. From time to time during this period, he has been away from the store for a day, but it has always been his custom to stop by the store either before leaving or upon his return."

In Grateful Acknowledgment

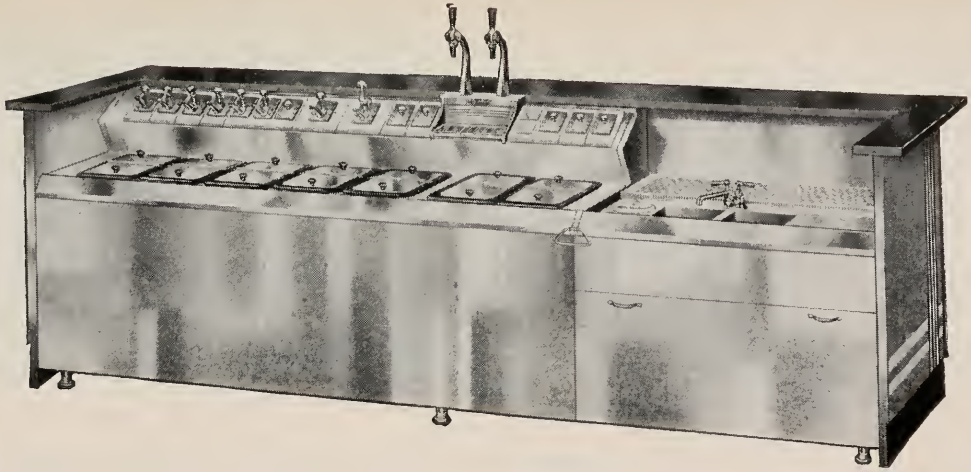
Sam Welfare, President of the Winston-Salem Drug Club, has contributed funds to the Association for the purchase of a slide projector. The projector will be used in connection with an illustrated lecture on "Medicinal Drug Plants of North Carolina."

Thanks, Sam, for the gift. Although the lecture has not been completed, we are giving you a triple AAA priority. And while we are on the subject, did you know there are more different species of medicinal drug plants grown in North Carolina than any other state in the Union?

Another thoughtful and useful gift arrived a short time ago—$100.00 contributed by Wesley R. Viall of Pinehurst for the Pharmacy School Scholarship Fund. This is the third such gift Mr. Viall has made to the Fund—a three-time lift to some needy boy or girl that will pay rich rewards.

Marion A. Ham, *N.C.P.A. Consulting Architect, will attend the Convention. If you are planning to remodel your store, he will be glad to discuss the matter with you.*

STANLEY



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PRESENTS
THE STREAMLINER—MODEL 1250

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

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F. O. Bowman, Atty...Chapel Hill

H. C. McALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

Inspection Program

It was reported in the last issue of the JOURNAL that arrangements for acquiring the necessary facilities to carry on an adequate inspection program were being made. As a result of this effort, the Board has employed Mr. John W. Thornton, Jr., of Dunn on a full-time basis. Mr. Thornton is a graduate of the U. N. C. School of Pharmacy and was licensed in this state in 1942. Prior to going into the Armed Forces in December, 1943, he was employed in Canton. While with the Armed Forces he saw service in the China-Burma-India Theatre serving as Flight Officer with the Transport Command. Mr. Thornton was recently discharged from the Army and has already begun his work with the Board.

Along with Mr. Thornton the Board has employed Mr. Lloyd M. Senter of Carrboro. Mr. Senter, the son of a pharmacist, is also a graduate of the University School of Pharmacy and was licensed in 1940. He was recently released to inactive duty from the Maritime Service and Naval Reserve in which he served as a Chief Pharmacist Mate and was connected with various Recruiting Offices throughout the country. Mr. Senter has been affiliated with the Board for a short while on a part-time basis. He will continue on in this capacity for the time being.

In addition to the above-mentioned pharmacists there will likely be a third man employed by the time this writing appears. It is the purpose of this office to maintain this staff of men in the field constantly making investigations and pursuing the enforcement of our Pharmacy Laws. It is expected that they will have occasion to require correction of existing circumstances in a great many stores. Your cooperation with their suggestions is earnestly sought. By this means we shall be able to bring about a more satisfactory compliance with the law. The purpose of this inspection program is not solely to bring prosecutions. Indeed, this will not be done unless the cooperation of those affected is not secured, in which case there is only one alternative. Again we request your cooperation with this program.

Prosecutions

In accordance with adopted policy all prosecutions under the Pharmacy Laws are presented in the JOURNAL. The following case has been completed by the Board.

STATE OF NORTH CAROLINA
BEAUFORT COUNTY
IN THE RECORDER'S COURT FOR BELHAVEN, PANTEGO AND PART OF BATH TOWNSHIPS

THE STATE OF NORTH CAROLINA
VS
JOHN L. DAVIS

H. C. McAllister being duly sworn, upon information and belief, says that the said John L. Davis at and in the County of Beaufort and within the Town of Belhaven, during the month of February 1946, and particularly on the 14th day of February 1946, and further during the months of November and December 1945 and January 1945, with force and arms did unlawfully and wilfully

Are you risking your reputation in steam-drenched bathrooms?

PRESCRIPTIONS OF ALL KINDS tend to land, sooner or later, on bathroom shelves.

There, containers are tortured by sodden, steam-drenched air during baths, and hot-dry atmospheres for hours.

The contents of containers that shrink or disintegrate in such conditions, are exposed to hazards that may affect their purity and efficacy.

Your name and reputation travel along with the prescriptions you fill. Right into those bathrooms where the containers with your name on them, silently testify to your standards of service.

OWENS-ILLINOIS GLASS COMPANY, TOLEDO 1, OHIO

Distributors

JUSTICE DRUG COMPANY

GREENSBORO, N. C.

North Carolina Service Wholesaler

1. Not being licensed as a pharmacist or assistant pharmacist, compound, dispense and sell at retail drugs, medicines, poisons and pharmaceutical preparations, both upon physician's prescriptions and otherwise.

2. Did, not being licensed as a pharmacist, conduct and manage a drug store and pharmacy and place of business for the compounding, dispensing and sale at retail of drugs, medicines and poisons, and for the compounding of physician's prescriptions.

3. Did operate a drug store and pharmacy and do business in the same without the same being registered by the Board of Pharmacy as required by Section 90-75 of the General Statutes and other laws, all of the above and foregoing being contrary to the statutes in such cases made and provided, and against the peace and dignity of the State. H. C. McAllister

Subscribed and sworn to before me this February 14th, 1946. Notary Public

JUDGMENT

Upon the foregoing affidavit warrant was issued and served on defendant and he was tried upon said warrant in the Recorder's Court of Belhaven, March 1, 1946, and the following judgment was entered:

Upon trial of this case the defendant entered a plea of nolo contendere and it is ordered and adjudged that prayerful judgment is continued upon condition that defendant pay the cost and refrain from violating the statutes upon which indictment is based. This the 1st day of March, 1946. W. S. Riddick
Recorder

NEW REGISTRATION

Since last reported in the Journal, the following pharmacists and drug stores have been registered:

PHARMACISTS RE-REGISTERED

F. P. Meroney, Bryson City; L. M. McCombs, Raleigh; R. G. Kale, Salisbury; June Bush West, Raleigh; Jean Bush Provo, Raleigh; W. W. Alexander, Winston-Salem.

PHARMACISTS REGISTERED BY RECIPROCITY

Albert Lee Beck, Jr., Hendersonville (from South Carolina); Horace Jesse Barnes, Hendersonville (from Mississippi).

NEW DRUG STORE REGISTRATIONS

Johnson Drug Company, Asheville (change of ownership); Clinic Pharmacy, Hope Mills (new); Hood's Drug Store, Richlands (new); Fallston Drug Store, Fallston (new); Coleman's Drug Store, Durham (change of ownership); Bunch's Drug Store, Goldsboro (change of ownership); Galloway's Pharmacy, High Point (change of ownership); Almand's Drug Store, Goldsboro (change of ownership); Dixon Drug Store, Elm City (corporation dissolved); Charlotte Street Pharmacy, Inc., Asheville (change of ownership); A. V. Bancom Pharmacy, Apex (change of ownership); Weldon Drug Company, Weldon (change of ownership).

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 Bennett Street
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

1846 1946

A Symbol

of a

Century of Service

One hundred years ago the word "Service" was not as predominant in the vocabulary of business as it is today. In fact, few firms advertised "Service" and fewer even thought of rendering it. Life was lived in a more leisurely manner and competition was not severe. Both the shopkeeper and the customer had time to spare. They could sit, talk—and wait, if necessary. Likewise, with merchandise—if the shopkeeper was "short" the customer might just as well do without it.

But not entirely so with the young, energetic and progressive Augustus Bodeker. He, too, could sit and talk on occasion, but first of all his customers had to be "waited on." And if the particular product was not in stock he would cheerfully make it or get it. This spirit of Service was caught by his first clerk—and then others. Soon customers from far and wide came to the conclusion that whatever it might be in pharmaceuticals it could be gotten from Bodekers.

Since then—one hundred years ago—Bodeker has become a Symbol for Service—a Service that will be enlarged during the coming years.

BODEKER DRUG COMPANY

A Century of Service to the Drug Trade

RICHMOND, VIRGINIA

Marriages

Miss Anne DeLonia Elrod of Hickory became the bride of Foster Joel Simmons of Conover at the Penelope Baptist Church, Hickory, on March 10th.

Mrs. Simmons is a graduate of the Hickory High School and for the past three years has been employed by J. E. Simmons.

The bridegroom is a graduate of the University of North Carolina School of Pharmacy. He was recently discharged from the Navy after forty-two months of service. He is now associated with the Hickory Drug Company as pharmacist.

Births

Clifford Roosevelt Butler, Jr., arrived March 11th at the Harnett County Hospital. His dad, Jerry Butler, is well known in Dunn where he assists in the operation of the Butler & Lee Drug Company.

Deaths

WILLIAM HENRY BLAUVELT

William Henry Blauvelt, 74, pharmacist and co-owner of Adams-Blauvelt, Inc., drug firm of Asheville, died February 20th at his home on Bearden Avenue. He had suffered from a severe heart ailment for several years, and had been critically ill for four weeks preceding his death.

Funeral services were held at the First Baptist Church with the rector of Trinity Episcopal Church officiating. He was buried in the Riverside Cemetery, Asheville.

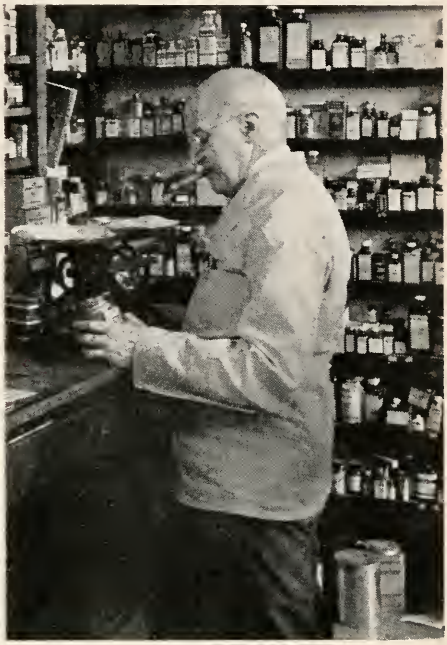
Mr. Blauvelt was a native of New York State. His father, grandfather and great-grandfather were in the drug business and his grandmother was one of the first women ever to become a pharmacist.

In 1904 he obtained a license to practice pharmacy in North Carolina. He operated the Blanton-Blauvelt Drug Store in Asheville; after that he was connected with Raysor's Drug Store, before going into business with J. P. Adams.

Mr. Blauvelt, in addition to his membership in the N. C. Pharmaceutical Association, was a member of the N.A.R.D. and the American Pharmaceutical Association.

Surviving are his widow, three daughters, three grandchildren, a sister and a brother.

In informing us of the untimely death of Mr. Blauvelt, Don Plemmons wrote: "My four years of association with Mr. Blauvelt have not only been the happiest I have had, but among the most profitable because of the knowledge he shared with me. He was a great teacher—one who had both his profession and the welfare of his student at heart. His example will long exert a wholesome influence on his associates."



W. H. Blauvelt

C. J. HAZELGROVE

C. J. Hazelgrove, age 46, salesman for the Peabody Drug Company, Durham, died February 22nd a few days after a heart attack.

Mr. Hazelgrove was born in Hanova, Va., and received his educational training in that state. For the past 13 years he had been a resident of Durham where he had been connected with the Peabody Drug Company.

Funeral services were held in Durham with interment in the new section of Maplewood Cemetery.

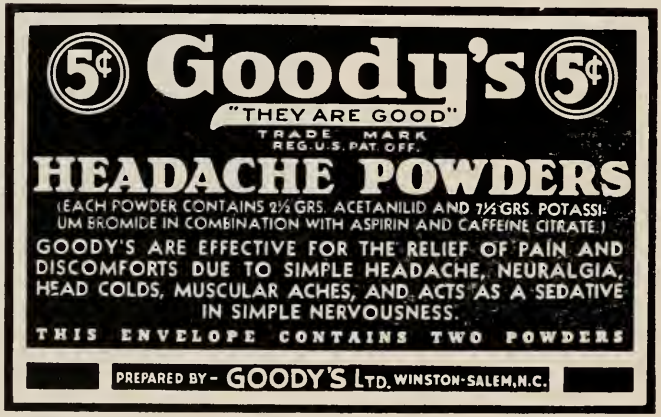
TURNOVER —

DAILY — WEEKLY — MONTHLY

MAKE UP FOR LACK OF OTHER MERCHANDISE TODAY BY FEATURING

PROFITABLE

EASY-TO-SELL



Caution: Use only as directed

Goody's, Limited

WINSTON-SALEM, N. C.

BOBBITT MARCUS TUTTLE

Bobbitt Marcus Tuttle, Angier pharmacist, died at the home of his sister, Mrs. Ryall Woodall of Warrenton, on March 12th. He had been ill for several weeks.

Mr. Tuttle was the son of the late Rev. D. H. Tuttle, prominent Methodist minister. For the past several years he had been associated with Overby's Drug Store, Angier, as pharmacist in charge of the prescription department.

Burial was in Wilson on March 13th in the Tuttle family plot.

COL. M. W. WADE

Col. M. W. Wade, 58, for eight years Southern Division Sales Manager of The Norwich Pharmacal Company, died after a heart attack at his office in Nashville, Tenn., Thursday, March 7.

"Colonel Wade's untimely passing is deeply regretted by his many friends within The Norwich Pharmacal Company, and throughout the industry. His was a bright life, spreading good cheer wherever he went, and with the result that he had a host of friends, not only in the Company, but in the drug trade. His men held him in high regard and affectionate esteem and gave him their best and most enthusiastic cooperation in meeting any and all objectives," Mr. Frank L. McCartney, president of the Company, stated.

Born on a farm in Washington County, Virginia, March 21, 1888, Colonel Wade later moved with his family to Bristol, Tenn., where he received his early education. He attended Merriman Business College and King College in Bristol. His first employment was at the Bunting Drug Store.

Colonel Wade joined The Norwich Pharmacal Company, May 15, 1916, traveling out of the Chicago offices of the company, with Middle and East Tennessee as his territory. In 1925 he was made Special Representative of the Chicago office. In July, 1938, he became Southern Division Sales Manager. He had an outstanding record as a salesman and sales manager.

NATIONAL BABY WEEK

April 26 - May 4

Johnson & Johnson Baby Products
Nursing Bottles and Accessories
Vaporizers and Bottle Warmers
Pacifiers and Teething Rings
Plastic Rattles and Toys
Mennens Baby Products
Formula Graduates
Baby Record Books
Rubber Sheeting
Bottle Brushes
Picture Frames
Feeding Sets
Stuffed Toys
Applicators

Don't be afraid to put this merchandise on open display where the mother can see it, examine it, and buy it.

THE PEABODY DRUG COMPANY

DURHAM, N. C.

Free Lamps!

SIX—60 Watt Lamps Free with the following assortment

NO. 37 SUPERLITE DEAL

12— 25-Watt Superlite Lamps, 15c	$ 1.80
24— 40-Watt Superlite Lamps, 15c	3.60
36— 60-Watt Superlite Lamps, 15c	5.40
24—100-Watt Superlite Lamps, 20c	4.80
96 Superlite Lamps Brings You	$15.60
6 Superlite Lamps FREE Brings You	.90
Total Return	$16.50
Your Cost	10.60
Your Profit	$ 5.90

Superlites are easy on the eyes. Sells on sight, because it's all light. Glowing softly, gently, smoothly, spread all over the bulb. One glance shows amazing difference. The central glare spot, the raw harsh filament fire spot you see in ordinary bulbs, is entirely overcome in Superlite Lamps.

More and better light for current consumed. Longer life, clean, bright appearance. Order today.

Distributors

Scott Drug Company

CHARLOTTE, N. C.

SERVICE RECORDS

RUPERT COX

Mr. Cox's military career started September 5, 1942, when he reached Fort Bragg. Received his basic training at the Medical Replacement Training Center, Camp Pickett, Va. He was sent to O.C.S. and received his commission April, 1943. He was then assigned as Pharmacy Officer at the Station Hospital, Camp Rucker, Alabama, April, 1943. He was promoted to 1st Lieutenant, May, 1944. He arrived in Iceland, February, 1945, and was assigned as Sanitary Inspector of the 556th Aircraft Warning Bn, and assistant to the Battalion Surgeon. He was then assigned as Base Medical Depot officer for Iceland Base Command, June, 1945. He received his promotion to Captain, December, 1945. He received his discharge (points) February 7, 1946.

FRANK ROBERT COOLEY

Mr. Cooley entered service January, 1944. He tells us that he served as x-ray technician aboard the Hospital Ship, the *USS Haven*, bringing back patients from the Pacific. They processed all P.O.W. American, British, etc., on Kyushu Island, Japan, from Nagasaki, Japan.

Mr. Cooley received his discharge November, 1945 (points).

PAUL WILBURN MILLER

Mr. Miller, I imagine, saw enough of the world during his military career to last him for a long, long time. He entered service in December of 1942. For the first two years he was stationed at the Naval Hospital, Charleston, S. C., the Naval Air Station, at Charleston, then at Lido Beach, Long Island. On March 3, 1944, he was assigned to U.S.S.L.S.T. 289. His ship was torpedoed in the English Channel. He then served at the U. S. Naval Hospital at Dartmouth, Devon, England, until March 8, 1945. He was then assigned to L.C.V.P. Unit No. 3, 122.5.3 until April, 1945. On this tour of duty he covered France, Belgium, Holland, and Germany. Was attached to the U. S. 9th Army, and made the initial crossing of the Rhine River. From there he was sent back to the States, and was given a thirty-day leave. When he reported to Norfolk for reassignment, he was assigned to the U.S.S. YMS 107 for duty. This took him to the Pacific where he was when the war ended. He was then returned to the States, and was honorably discharged October 21, 1945. He served in the Hospital Corps as a Pharmacist Mate 1/c.

GEORGE WOODROW McLEAN

Mr. McLean entered service September 8, 1942, at Fort Bragg, and was assigned to the Army Air Force. He was sent to the Army Air Base at Charleston, S. C., where he was instructed to set up and operate the Pharmacy at the station hospital. After a year here, he was transferred to the x-ray department and operated it until October of 1944. He was then set to Stark General Hospital, Charleston, S. C., for 8 months where his duties were that of an x-ray technician. From there he was sent to Kearns, Utah, for overseas assignment. He was sent to Hawaii in December, 1944, and was stationed at Wheeler Field, Oahu Island. Was placed in charge of Pharmacy and x-ray at the base dispensary. On January 15, 1945, he was ordered to return to the States, and received his discharge February 10, 1946 (length of service).

When "Jimmy Carroll Sings" on 142 CBS stations and America reads in 12 leading periodicals about the advantages of the new

SQUIBB *ANGLE* TOOTHBRUSH

...you'll be glad you tied your store to the nationwide promotion. For increased turnover and profits, display this unique, new type brush where it catches the eye of passing store traffic.

● Colorful counter or mass display material is yours for the asking. See your local Squibb or wholesale representative or address Squibb Merchandising Dept., 745 Fifth Ave., New York 22.

SQUIBB *A name you can trust*

WILLIAM ALFRED WILSON

Mr. Wilson entered service April 14, 1942, and was assigned to a Medical Detachment serving on the Medical Hospital Ship *Platoon*. He saw service in both the South Pacific and European areas. He was awarded the following medals: Good Conduct, American Theatre, EAMET, and Asiatic-Pacific. He was discharged September 8, 1945. His rating was Tech. 3rd Grade.

ROBERT RODNEY WELLS

After entering service June, 1944, Mr. Wells was sent to Radar School upon completion of his boot training. He served aboard the *USS Alchiba* (AKA6) in the American area, and the Asiatic-Pacific area. He tells us that his ship was the only one of its type to receive the Presidential Unit Citation.

When asked about his promotions, Bob tells us he entered the Navy as an Apprentice Seaman. After Radar School, was sent aboard the *USS Alchiba* as a seaman second class, Radar sticker, and was then promoted to seaman first class, RdM. He then went to Radarman Third Class—"and last and best, Civilian First Class." He received his discharge in December of 1945.

JEFFERSON FRANKLIN PICKARD

Mr. Pickard served in the Navy. He entered service March 23, 1944, as Pharmacist's Mate Third Class. He was assigned to Bainbridge, Maryland—then was sent to Philadelphia, and later to Shoemaker, California. He then served aboard the *USS Sibley* (APA-206), in the Pacific area. He was advanced to Ph.M. 2/c in August of 1945. He has two battle stars—Iwo Jima, and Okinawa. He visited Japan twice: Wakayama, September, 1945; Kure, October, 1945. He received his discharge in January of this year.

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE
Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

Howell Hall Happenings

TOMMIE HOLDEN, *Reporter*

The quarter has quickly flown and exams will soon be upon us. Any unpleasant examination results will be due to cases of spring fever among the students. It may seem too early for spring but nevertheless signs of it have appeared almost over-night. The flowers are blooming and everyone has that "lazy" feeling that makes it impossible to concentrate on books. Everyone will agree that there's no place like "Carolina in the springtime."

On the morning of Friday, February 1st, during a class that was representative of most of the students, Tommie Holden, president of Rho Chi, briefly explained the purposes and ideals of Rho Chi, the honorary pharmacy society. Afterwards Dr. Brecht and Doris Bullard Hawkins tapped Mildred Showalter, Raleigh, and Allen Sinclair, Norwood, for membership in Rho Chi. Congratulations to these two students for their high scholastic achievements!

On the evening of February 4th at 7:15 p.m. the following were pledged into Kappa Epsilon Sorority: Sybil Austin, Hatteras; Evelyn Blanchard, Wallace; Peggy Ann Costner, Lincolnton; Mary Harris, Newbern, Tenn.; Ellen Macon, Mount Airy; Maryellen Milloway, Burlington; and Jean Synder, Hagerstown, Md. Following the pledging ceremony, refreshments of cokes and cookies were served to those present.

Friday evening, February 22, the Kappa Psi Fraternity honored the Kappa Epsilon Sorority with a dance in the Grill Room of Graham Memorial. The scheme for decoration was based on "Cafe Society" with colorful table cloths and candlelight. Punch, sandwiches, and cookies were served to the guests. In charge of decorations for the event were David Claytor, David Masengill, and Charl Sanders.

A meeting of the Student Branch of the N.C.P.A. was called to order by the president, Florence Lee, on the evening of February 28th. The program for the meeting was the presentation of a movie short, "Now for Tomorrow," which dealt with the arranging of attractive displays and departmentalization in the drug store. It offered valuable information for success in the modern drug store of tomorrow.

The Phi Delta Chi Fraternity is once again on the "active" list. Those seen wearing the pledge pin of the fraternity this month are: Barney Feeney, Salisbury; Donald Hatley, Badin; Clifford Hemingway, Andrews, S. C.; Herbert McKeithan, Jr., Raeford; and George Morgan, Clayton.

Friday evening, March 8th, at 6:00 p.m., Mildred Showalter and Allen Sinclair were formally initiated into Rho Chi. Following the initiation, the members entertained the new initiates with an informal supper at the Carolina Inn. The old members who were present were: Doris Bullard Hawkins, Tommie Holden, Professors E. A. Brecht, H. M. Burlage, M. L. Jacobs, and I. W. Rose.

A meeting of the Dean's Cabinet was held Monday evening, March 11. The Cabinet is a representative group of the students which serves as a liaison between the administration and the Student Body. Those composing this group are: Allen Sinclair, president of the Student Body; Betty Hanna, president of the 4th year class; David Masengill, president of the 3rd year

(Continued on Page 127)

Public Relations in Reverse

N. C. Pharmaceutical Association
Chapel Hill, N. C.

Gentlemen:

This is a request for an investigation of the handling of drugs that are supposed to be sold on prescription, and are being sold here at random.

The drug store and manager is ..... of this city.

The reason for this request is not for one offense, but to my own knowledge he has sold and still sells Phenobarbital, Allonal, and I have purchased these without an authorized prescription. I know I have a bottle of 100 tablets of Phenobarbital which I took from my husband's pockets; also I've found Allonal tablets on him with above named firm's cost mark.

My husband uses these with beer and liquor for a good drunk, and I'm sure if you check his invoices against his prescriptions, you'll find him short of authority of sale. He admitted tonight that he sold them to quite a few folks without prescription; in fact, I'd appreciate a talk with your investigator.

Howell Hall Happenings

(Continued from Page 126)

class; Reeves Hawkins, president of the 2nd year class; Ralph Knox, president of the 1st year class; Tommie Holden, president of the Woman's Organization; Florence Lee, president of the Student Branch of the N.C.P.A. Reports on the meetings will be made to the Student Body at various times.

On the evening of March 1st, the members of the first year class and their dates enjoyed a scavenger hunt which lasted from 7:30 to 9:30 p.m. The strenuous chase for the required "items" was followed up by a wiener roast at Battle Park.

The Pharmacy Senate met Tuesday evening, March 5th, with Betty Hanna presiding as chairman. At this time three new members were elected into the Senate: Doris Bizzell, Greenville; Mildred Showalter, Raleigh; and Jean Snyder, Hagerstown, Md.

A CONSISTENT POLICY

To better serve the Retail Drug Trade in its fire insurance needs.

To do this at lower cost and greater security for our policyholders.

To provide you with more in fire insurance than you can obtain from any other source.

That has been our policy for 40 years of service to the Retail Drug Trade.

All for your benefit.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.
CINCINNATI 2, OHIO

Our Carolina State Agents
E. F. Rimmer
Box 377
Sanford, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

LIQUID EXTRACT OF LIVER

U. S. P.
VALENTINE

•

8 ounces net
1 dozen at list
$21.00
Through wholesaler

•

Valentine Company, Inc.
Richmond, Virginia

The Sealtest Plan for 1946

Before— and during the war—Sealtest Ice Cream Dealers were backed by the strongest advertising and Dealer Service program ever created by an ice cream company.

This—on top of Sealtest *quality*—has paid off in big dividends to the Dealer. It has created more store traffic—more sales—more profit—than any other line of merchandise he sells.

The Sealtest Plan for 1946 goes beyond anything ever devised even by Sealtest to build sales and goodwill for its dealers.

It includes one of the top-ranking radio shows of America—the Sealtest Village Store Program, starring Jack Haley and Eve Arden—a program reaching upwards of 20 million listeners each week.

It includes spectacular store and window displays—store identifications—and a veritable host of merchandising aids.

It includes newspaper advertising in your own newspapers on those famous Sealtest Flavor-of-the-Month promotions—and national magazine advertising to build prestige for Sealtest Dealers.

Last—but of first importance—it includes Sealtest *Quality* . . . a never-failing top quality that has made Sealtest the largest selling ice cream in America.

If you're not now a Southern Dairies Sealtest Dealer, ask us for details.

Southern Dairies

NATIONAL DAIRY Sealtest PRODUCTS CORP.

Sealtest ICE CREAM

Division of National Dairy Products Corporation

Join the fun in the Sealtest Village Store, starring Jack Haley, Thursdays, 9:30 P. M., NBC Network

Never let her forget ALKA-SELTZER

MR. DRUGGIST! YOU ARE THE FINAL LINK IN EVERY ALKA-SELTZER SALE

1 Miles National Magazine Advertising—sells Alka-Seltzer—*and sends customers into your store!*

2 Miles 6 Network Radio Programs reach millions of listeners day after day—week after week—52 weeks every year. They sell Alka-Seltzer *and send customers into your store!*

3 Miles Car Cards, in trains and street cars remind passengers daily to buy Alka-Seltzer—*and send them into your store!*

4 Miles Window Displays *invite customers into your store!*

5 Miles Counter Displays—and here is where you, Mr. Druggist: "*close the selling-chain and make the sale*," because your displays, both floor and counter, complete the cycle that starts with Miles advertising and ends with "a ring of the cash register!"

Put your Alka-Seltzer Floor Display *up front!* Place your Alka-Seltzer Counter Display right alongside your cash register.

MILES LABORATORIES, INC., ELKHART, IND. • *Makers of* ONE-A-DAY (brand) VITAMINS

North Carolina Druggists

We extend our best wishes to you and your associates for a most successful and enjoyable meeting of The North Carolina Pharmaceutical Association.

Asheville

April 14 - 16

W. H. KING DRUG COMPANY

Wholesale Druggists

RALEIGH, NORTH CAROLINA

"The House of Friendly and Dependable Service"

The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

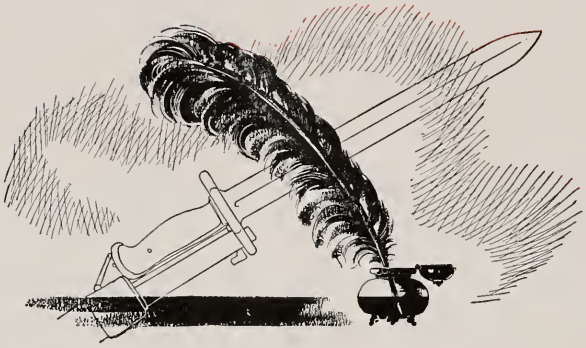
John R. Browne, left, retired Miles Laboratories sales representative now living in Norfolk, Va., is shown receiving a lifetime membership in the N. C. P. A. Traveling Men's Auxiliary. The presentation is being made by M. G. Morris of Greensboro, President of the T. M. A., 1944-46.

April, 1946

ume XXVII Number 4

Senator Claghorn: North Carolina has the large (405 paid members) Woman's Auxiliary of any Sta Pharmaceutical Association in the Nation.

Resolution



Free men have always been glad to set aside the sword in favor of the pen. The sword has traditionally represented all that democracy abhors, particularly the imposition of rule over others by violence or threats of violence. Exponents of democracy do not subscribe to the axiom "Might makes right." Democratic principles are championed by thoughtful men who guide others by the logic of the written and spoken word. Today these men are more than ever resolved to extend the boundaries of freedom through peaceful discussion and education.

Every retail drug store, however small, is an outpost of democracy. The Lilly Policy was instituted to insure the survival of the retail pharmacist as an essential element of democratic economy. It is intended to provide the help and guidance needed to secure his future. Pharmacists who carry complete but well-controlled stocks of the finest medicinal products, who consistently give quick courteous service, who co-operate wholeheartedly with physicians, are applying the principles of the Lilly Policy. In so doing they not only assure success for themselves but also reflect credit upon their profession and the communities in which they operate.

Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U. S. A.

Remember "Quality Street," so delightfully depicted in Barrie's comedy? It was peopled only by persons of genuine "quality."

Counters of your pharmacy become a Quality Street of Surgical Dressings when you display professionally-recognized Parke-Davis Adhesive Plasters . . . Gauze Bandages . . . Absorbent Gauze . . . Absorbent Cotton . . . Readi-Bandages.

They are *quality* products. Only the finest materials procurable are used in manufacture. Through a series of rigid tests, Parke-Davis Surgical Dressings are made to conform to highest standards of sterility and strength. A variety of styles and sizes meet all medical and first aid requirements.

Physicians and surgeons everywhere appreciate Parke-Davis Surgical Dressings—true Quality Street products.

Parke-Davis **SURGICAL DRESSINGS**

PARKE, DAVIS & COMPANY

DETROIT 32 • MICHIGAN

Look into this LIQUID vitamin and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B_1, B_2, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

THE CHATTANOOGA MEDICINE CO.

Chattanooga Tennessee

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

Allison James Appointed Head of N. C. Bond Division

Allison James of Greensboro, has been appointed director of the U. S. Savings Bond Division for N. C. for the continuing peacetime program of the former State War Finance Committee, of which he was executive manager.

Allison James, pharmacist, and a past president of the N. C. P. A., has done an outstanding job in the organizing and promoting bond drives and interim bond activities during the past four years. He has to his credit the sale of $1,811,000,000 in bonds, including $527,000,000 in E Bonds.

The continuing plan of the program under the peacetime name of U. S. Savings Bond Division will have in particular the objectives of selling savings bonds through payroll savings plans and to encourage the holding of them, to promote thrift and to carry on an educational program in schools, and to continue to work through farm organizations so that the interest of farmers in savings will be nourished.

ATTENTION

All Alumni of Beta Xi Chapter, Kappa Psi Pharmaceutical Fraternity, University of North Carolina

The Beta Xi Chapter of Kappa Psi Pharmaceutical Fraternity at the University of North Carolina requests that each of its alumni send a card or letter to the Chapter Historian giving the following information:

1. Name.
2. Class number.
3. Present mailing address.
4. Whether or not you are a veteran.
5. If a veteran, what branch of service.

The above information is necessary for completion of chapter records and compilation of a National Roll of Honor of Kappa Psi members.

Address letters and cards to:

Robert H. Seaborn
Historian, Beta Xi Chapter,
Kappa Psi Fraternity
219 Graham Dorm., U.N.C.
Chapel Hill, N. C.

Goodrum Speeds Work

Cloyd Smith Goodrum, Jr., son of Mr. and Mrs. C. S. Goodrum of Davidson, recently graduated from Rensselaer Polytechnic Institute. He completed what is normally a four-year college course in aeronautical engineering in 32 months of intensive study. Following graduation, Mr. Goodrum was commissioned as an ensign in the Naval Reserve.

Crawford Home Destroyed by Fire

Fire originating from a defective electric oven recently destroyed the interior of the H. D. Crawford home in Black Mountain. Mr. Crawford is employed by Ward's Drug Store, Swannanoa, as pharmacist.

Since the disaster, the Crawfords have received many gifts from their friends. But perhaps the biggest surprise of all was a benefit ball game staged by the people of Swannanoa, with all receipts being donated to the Crawfords.

Plans for renovation of the home are well underway.

T. M. A. Membership Roll

Salesmen calling on the drug trade in North Carolina who are not now members of the Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association may join the organization by sending $2.00 to J. Floyd Goodrich, Secretary-Teasurer, Traveling Men's Auxiliary, c/o B. C. Remedy Company, Durham, North Carolina.

Since the T. M. A. is planning to mail a completely revised membership roll to every drug store in North Carolina early this summer, June 1st has been set as the deadline for receipt of new membership applications.

In addition to supporting an organization which is actively cooperating with the North Carolina Pharmaceutical Association, membership in the T. M. A. qualifies the individual for a special health and accident insurance policy and also THE CAROLINA JOURNAL OF PHARMACY.

Oculens
SUN GLASSES
Quality Sun Glasses
Smartly Styled

OCULENS SUN CHIEF $2.50
Neat, conservotive style.
For all round use.
Others in stock from $1.98 to $12.00

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THE PEABODY DRUG COMPANY
DURHAM, N. C.

Fined for Selling "Misbranded Sulfa Tablets"

Luther O. Hawkins, proprietor of Hawkins Drug Store, Statesville, charged with violation of the Federal Food, Drug and Cosmetic Act in "selling sulfa tablets which were misbranded" was found guilty on three counts in the April 2nd session of Federal Court in Charlotte.

On the first and second counts, he was fined a total of $300, and on the third count he was given six months in prison, with the sentence suspended for two years.

The defendant did not contest the case.

Veterans Committee

At the suggestion of the American Pharmaceutical Association, a Committee on Veterans Affairs has been set up by the N. C. P. A. Committeemen are A. H. Cornwell, Lincolnton, Chm.; W. C. Hollowell, Greenville; Ralph P. Rogers, Durham; H. C. McAllister and M. L. Jacobs, Chapel Hill.

The Committee will act in an advisory capacity, not only to returning pharmacist-veterans, but also to the Veterans Administration and its district and local subdivisions. The names of the Association's Committee on Veterans Affairs have already been forwarded to the field offices of the Veterans Administration in North Carolina.

The Raleigh Woman's Club

The April meeting of the Raleigh Woman's Drug Club was held the evening of April 4th, at the Woman's Club, with Miss Mary Closs Spell, president, presiding.

There were two new members: Misses Evelyn Newsome, and Eva Langston.

Following the business session, there was a social hour at which bridge and bingo were played. High score for bridge was won by Mrs. W. H. DeLoache, and for bingo, Miss Eva Langston was winner.

Hostesses for the evening were Mesdames W. D. Pearce, K. V. Franklin, W. C. File, and D. O. Langston.

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DURHAM, NORTH CAROLINA

The Greensboro Drug Club

MISS LAUREL LEE WILLIAMS, *Reporter*

The Greensboro Drug Club met on March 22nd for a barbecue lunch, after which there was a short business session. New officers were elected as follows: President, W. E. Wagner; First Vice-President, C. V. Cagle; Second Vice-President, Steve Frontis; Secretary-Treasurer, Laurel Williams.

The new president stated that the club would try to have regular monthly meetings, and appointed Mr. Cagle and Mr. Frontis as a committee to determine the best time for them.

The club plans soon to have a banquet meeting with the Ladies Auxiliary Drug Club, at which time the new officers will be formally installed.

At the next meeting Mr. Buck Morris, Mr. Lee Moose, and Mr. P. A. Hayes will report on the N. C. P. A. Convention, which they expect to attend.

The Winston-Salem Apothecary Club

MRS. H. K. BARROW, *Reporter*

The Winston-Salem Apothecary Club held its April meeting at the home of Mrs. Craig Lewis with Mrs. J. P. Andrews, Mrs. M. V. Williams, Mrs. Ward, and Mrs. Ridenhour as joint hostesses. This was a dinner meeting.

The tables were beautifully decorated with spring flowers. Easter bunny rabbits, made of eggs, were favors found at each place.

Following the dinner, a business session was held. Mrs. James Darlington, retiring president, reported on her year's work. Installation of officers for the new year was held and the following entered upon their terms of office: Mrs. Sam Welfare, president; Mrs. E. R. Rollins, vice-president; Mrs. M. V. Williams, recording secretary; Mrs. H. K. Barrow, corresponding secretary.

In addition to the twenty-six members present, a new member, Mrs. M. P. Gunby, and two visitors were welcomed.

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Comments by Dr. R. P. Fischelis, A. Ph. A. Secretary

Reprinted from A. Ph. A. Journal, Practical Pharmacy Edition

Arriving at Greensboro at 7 a.m. in time to vacate the sleeper and pass on to the cars which land at Durham where active and efficient State Association Secretary Wm. J. Smith and most capable Secretary I. T. Reamer of the American Society of Hospital Pharmacists met us. With Mr. Smith at the wheel of the family car and in the pleasant company of Mrs. Smith the trip to Chapel Hill seemed short indeed. Now a visit to the College of Pharmacy of the University of North Carolina including stops at the offices of Prof. Burlage, the North Carolina Pharmaceutical Association and the Board of Pharmacy all located in the College building. Luncheon with the N. C. Ph. A. Executive Committee at the Carolina Inn which offered the very enjoyable opportunity of listening and talking to these earnest men who guide the destinies of pharmacy in North Carolina. Fortunate indeed are North Carolina pharmacists in their selection of executive personnel.

Then to Durham by automobile with Assistant Dean Jacobs and Board of Pharmacy Secretary McAllister where a visit to the Duke University Medical Center proved most educational and enjoyable. A brief period spent with Dean Davison of the College of Medicine whose dynamic leadership has been a boon to medical service in this part of the South. There followed an interview with representatives of the press who did an excellent job in broadcasting both preliminary and supplementary notices of the dinner given by the North Carolina Pharmaceutical Association to the faculty and students of the College of Pharmacy that night.

On the return trip to Chapel Hill glad to see Dean Beard at his home where he was recovering from recent illness, and found him, as ever, enthusiastic about the prospects of pharmacy, although somewhat pessimistic about what is happening in some places. He need not be pessimistic about pharmacy in North Carolina for it seems to be in excellent hands and benefiting from his long-range planning. At dinner that evening in the Carolina Inn saw one of the finest groups of pharmacy students it has been our pleasure to meet in a long time and they listened attentively to a message about the direction in which pharmacy is headed in these United States. Then for a pleasant automobile trip to Raleigh with President-Elect Daniels. Catching the Silver Meteor for Washington at 11:50 p.m., considering the day well spent but with some misgivings about having to alight in Washington at 6:05 a.m.

Preview

Pharmacists having news of national interest are asked to send it to J. Louis Cobb, Waynesville, N. C., who, in turn, will arrange to send it to *Preview*, a weekly paper edited by Harold Hutchins, formerly of *The American Druggist*.

Mr. Cobb has been appointed regional reporter for *Preview*.

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Read the March issue of American Druggist magazine for ideas on setting up this department.

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

North Carolina Pharmaceutical Association

AT CHAPEL HILL, N. C.

W. J. SMITH, Managing Editor

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII APRIL, 1946 No. 4

Rx Tempus Fugit

By Louis Devon

The subject of prescription pricing keeps breaking out like a case of hives that won't stop itching. A random scratch here and there only makes the demand for attention more persistent. To get at it right you've got to start from the inside.

And inside the druggist, there's one tender spot. He's always shied away from the idea of charging for his TIME, as if that were something confined solely to laborers and mechanics.

The *Canadian Pharmaceutical Journal* points a finger at this sore spot in an excellent open letter addressed to the Health Insurance Committee. While the purpose of the letter is to establish some fair basis of prescription costs for the Canadian government to use as a standard, its points are so well founded that they are worth any druggist's attention.

Primarily, the writer shows the neeessity of charging for the time spent in filling any prescription. Then he considers the need of a fixed fee even for handling and rebottling a proprietary, work which must be done by a registered pharmacist.

Most druggists will agree that he is right but few ever get the leisure to figure the thing out or to apply it to their own use.

The trouble is that when most of us started pricing prescriptions we were paying help so little on an hourly basis that it would have been a waste of energy to figure time. A clerk put in so many hours a week in those unlamented "good old days" that he was ashamed to figure out what his salary came to per hour.

In those days, too, overhead meant a great deal less to the average druggist and his conception of profit was just as limited. Clerk and boss toiled away, and for them the bell never tolled before midnight.

Happily for all concerned, things are quite different now. A druggist KNOWS what he's paying his help per hour now and if he doesn't figure that into his prescription pricing, it's his own fault.

The amount of time spent on an Rx is a basic cost and if it isn't figured, it's still a cost. There can't be many pharmacists around who still work on the theory that any prescription is filled in-between waiting on customers.

Of course, there is a middle-road which advises against too drastic a jump and in general where prescription pricing has taken an upward trend most druggists have buffered it by comparison with previous work.

Even with the time factor added, Rx pricing has been only slightly higher and a far cry from the excesses that are evident in the purchase of many commodities.

An interesting angle in this respect is the public receptiveness to drug store prices. Fair trade has done so much to keep prices stable in the drug store, and has established such an element of confidence in the buying public which finds it can still buy adver-

tised products at the same prices (and lower) than it was paying before the war, that confidence in the druggist's pricing of prescriptions goes along with it.

If anything, it is the druggist himself (especially the one who is so confined by his business that he cannot get out to see how prices have soared) who is most apprehensive about his compounding fee. Many times the "boss" tends to minimize the value of his own time, to let things "ride" —and to go on the old basis.

It is not unusual to find that the clerk, in such cases, is a better prescription pricer than his employer. He knows he is getting a good salary and that he must bring returns for his hourly wage.

Clerk and boss ought to get together. There is strength and confidence in a definite Rx pricing policy, with a set of standards and minimums that doesn't allow too many variations.

Pharmacy has done itself a lot of good in recent years. It has won back its self-respect. That means it takes pride in its work. Since its work is mainly in filling of prescriptions, that particluar skill or ability should be given its full evaluation.

Moral: Whatever your system or mark-up, don't forget that time costs YOU money.—*P.A.R.D. Bulletin.*

Advisory Committee Appointed

An advisory committee to the North Carolina Medical Care Commission has been appointed by President Daniels at the suggestion of Dr. C. C. Clay, Executive Secretary of the Commission. A similar committee has been appointed by the State Medical Society.

Professor M. L. Jacobs of Chapel Hill is chairman of the committee and serving with him will be Paul H. Thompson, Fairmont; Wade A. Gilliam of Winston-Salem and H. C. McAllister and W. J. Smith of Chapel Hill.

Reynolds Urges Care in Taking of Drugs

"While sulfa drugs and penicillin, among the greatest discoveries yet made by science, have saved the lives of thousands of people, their indiscriminate use may result in great harm," Dr. Carl V. Reynolds, State health officer, said recently.

"Neither should be taken in any amount except under competent medical supervision. They may, in certain instances, produce harmful toxic effects. The organism may build up a resistance to sulfa drugs and the patient becomes sensitive to them. Then, when the patient develops a serious infection and desperately needs the drug, he will receive no benefits.

"Neither sulfa drugs nor penicillin may be obtained in amounts necessary for therapeutic doses without a prescription from a medical doctor. They are now being used in chewing gum, lozenges, nose drops, ointments and other forms which may serve a useful purpose in selected and advised cases, but which may make the patient sensitive to them, if indiscriminately used.

"If you have any infection that might call for the use of either sulfa drugs or penicillin, never resort to self-medication, but consult your medical doctor. Let him diagnose your case and determine your medical needs. He knows the dangers of using these drugs in minor conditions and in sub-standard doses."

E. C. DANIEL, Zebulon
President, N. C. P. A.

Dean John Grover Beard

Born in Kernersville, April 5, 1888

Died in Chapel Hill, April 23, 1946

Dean Beard—teacher, friend and counsellor of hundreds of pharmacists—is dead. While we who labored near him from day to day knew his physical strength was failing, we were not prepared for the news that came on April 23rd around five o'clock: death resulting from a cerebral hemorrhage.

As he lived, so he died—working up to the last minute for pharmacy. He had taught his class in materia medica, had attended to some administrative duties and was preparing lecture notes for the following day when he was called.

To put down the record of this pharmacist and teacher would be almost to chronicle the history of pharmacy in this State since the turn of the century. Since 1909 he had been a member of the University faculty and Dean of the Pharmacy School since 1931. He helped to organize THE CAROLINA JOURNAL OF PHARMACY and was its editor for many years.

As Secretary-Treasurer of the N. C. Pharmaceutical Association, Dean Beard, through careful direction of its affairs, helped to develop the organization until it came to rank with the best in the nation. As an outgrowth of this activity, he went on to aid in the formation of the National Conference of Pharmaceutical Secretaries and served as president of the Conference in 1930-31.

Nationally, Dean Beard was recognized as a most capable leader in pharmacy. His alert mind and conscientious desire to elevate the profession brought him many honors. Thoroughly convinced that the path of progress lay in the direction of higher educational standards, he battled constantly for what he believed to be right, and lived to see his beliefs vindicated.

Our Pharmacy School of today is a living monument to Dean Beard and to Edward Vernon Howell, who aided in its establishment in 1897 and was its dean until his death in 1931. The capable faculty in whose hands the work now falls is a tribute to these two men; a faculty perfect for the task ahead.

Dean Beard is survived by his wife; a son, Lt. Cmdr. J. G. Beard, Jr., who flew to Chapel Hill from Oregon where he is now stationed; a sister, Mrs. Phinn Horton of Winston-Salem; a brother, James Beard of Norfolk, Virginia, and a grandchild.

Funeral services were held in the Chapel Hill Cemetery, Friday, April 26. The rites were attended by a large number of relatives and friends from Chapel Hill and neighboring towns. There were more than 60 honorary pallbearers from Chapel Hill.

800 Attend Convention

N. C. P. A. to Sponsor Extensive Program

Five major objectives emerged from the Sixty-Sixth Annual Convention of the North Carolina Pharmaceutical Association, held in Asheville, April 14-16, and attended by approximately 800 delegates from the N. C. P. A., The Woman's Auxiliary and the T. M. A. The objectives as outlined by the Association are:

(1) Increased hospital and medical care facilities. Governor Gregg Cherry emphasized this point in his address Tuesday afternoon, April 16.

(2) Greater control over the opening of new drug stores in order that the limited number of available pharmacists may be best utilized. A State Board of Pharmacy report made by Secretary-Treasurer H. C. McAllister revealed that permits will not be issued to new stores where pharmaceutical service would be "merely a sideline."

(3) More reasonable store hours. Speakers urged the retention of the shorter store hours adopted during the war years. Reports stated that the old pre-war schedule of keeping drug stores open 16 hours a day, seven days a week was neither necessary to serve the public's need nor fair to drug store employees.

(4) New building for the U. N. C. School of Pharmacy at Chapel Hill. A report presented by W. L. West of Roseboro, Chairman of The Visitation Committee, described the present building as "lacking much in the way of modern facilities." The same committee urged raising faculty salaries of all three units of the Greater University of North Carolina to halt the "exodus of many top teachers to other institutions and businesses offering more adequate compensation."

(5) Fund raising campaign to construct a "North Carolina Institute of Pharmacy" building. T. J. Ham, Jr., Chairman of the Building Committee, reported three-fourths of the members voting on proposed location of building had designated Chapel Hill. At the conclusion of Mr. Ham's report, the Association approved a motion calling for the raising of a minimum of $25,000 for a building to be constructed at a later date.

A pre-convention meeting was held Sunday night, April 14, at which time tribute was paid to 150 pharmacists who served in World War II and memorial services were conducted for three members who lost their lives in action. Citations for outstanding work in the sale of war bonds were awarded to members of The Pharmacy for Victory Committee and to a number of individuals.

Allison James, state director of the United States Savings Bonds Division for North Carolina, lauded the Association and its affiliated organizations for "the sale of more than $15,000,000 in war bonds during the last four drives."

Following a "Past-Presidents' Breakfast" the convention was called to order Monday morning by President Gilliam. After concluding his address, President Gilliam introduced John W. McPherrin, Editor of *The American Druggist*, who conducted an open forum on "What's to Come," one of the features of the meeting.

The Monday afternoon session and two sessions Tuesday were highlighted by talks and demonstrations by Dr. E. A. Brecht, Chapel Hill; Miss Marsha Hood, LaFayette, Indiana; F. M. Schwemmer, Rahway, New Jersey; Dr. James E. Hillman, Raleigh; H. C. McAllister, Chapel Hill; Governor Cherry and a number of committee chairmen, including P. J. Suttlemyre, T. J. Ham, Jr., M. B. Melvin, Ralph P. Rogers, I. T. Reamer, Miss Patsy Burgiss, Paul B. Bissette, W. L. West, J. C. Jackson, and others.

The Woman's Auxiliary had one of its largest registrations in years; 178 members attended. Mrs. J. C. Jackson, retiring president, received many fine tributes for her management of the organization during the past two years. At the conclusion of their meeting, the ladies installed the following officers for the ensuing year: Mrs. W. R. Adams, Angier, president; Mrs. J. G. Crouch, Asheville, first vice-president; Mrs. H. C. Starling, Raleigh, second vice-presi-

dent; Mrs. I. O. Wilkerson, Greensboro, secretary-treasurer; Mrs. T. Roy Burgiss, Sparta, parliamentarian and Mrs. Wade A. Gilliam, Winston-Salem, historian.

Joe L. Wear of Charlotte was installed as president of the T. M. A. following the annual business meeting of the organization on April 16th. F. F. Potter of Charlotte, vice-president, and Miss Hattie Leigh Dudley of Durham, assistant secretary-treasurer, were elected to serve with President Wear. J. Floyd Goodrich, T. M. A. secretary-treasurer, was re-elected and officially commended by the N. C. P. A.

The general entertainment program this year was a little more elaborate than usual. In particular, special effort was made to entertain the ladies at a series of teas and bridge-luncheons. And, at night four dance bands helped to keep everyone busy. Asheville has the reputation of royally entertaining her guests and this year was no exception.

Following a meeting of the Committee on Nomination, P. J. Suttlemyre, Chairman of the Committee, brought in the following list of nominees which will be voted on by mail ballot within the next thirty days:

Nominees, 1947-48

President:
- T. R. Burgiss, Sparta
- E. H. Tate, Lenoir

First Vice-President:
- G. E. Andes, Wadesboro
- T. G. Crutchfield, Greensboro

Second Vice-President:
- W. B. Gurley, Windsor
- J. C. Jackson, Lumberton

Third Vice-President:
- A. H. Cornwell, Lincolnton
- W. A. Ward, Swannanoa

Member, Executive Committee:
- L. W. Aiken, Asheville
- E. C. Daniel, Zebulon

Member, Board of Pharmacy, Five-year term:
- J. C. Brantley, Jr., Raleigh
- C. R. Whitehead, Ramseur

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Scott's Fruit Preserving Powder has been the standby for many years, so place your order early to insure prompt delivery.

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Charlotte, N. C.

Praise for the Druggists

(Editorial, *Greensboro Record*, April 17, 1946)

Tar Heel druggists attending the North Carolina Pharmaceutical Association convention in Asheville this week were lauded—and rightly so—for the important role they played in helping to win the war.

It was a highly essential and a varied role. One hundred and fifty North Carolina pharmacists served, in their professional capacity, in the armed forces, and three lost their lives in action. Druggists who because of age, or other reasons, were not eligible for military duty carried on energetically and patriotically on the home-front.

They performed particularly outstanding work in the sale of war bonds, a fact properly noted in an address before the Asheville gathering by Allison James, of Greensboro, state director of the United States Savings Bonds division for North Carolina. Remarking that the State Pharmaceutical Association and affiliate organizations were responsible for the sale of over $15,000,000 in war bonds during the last four drives, Mr. James said: "That is a record surpassed by no other group in North Carolina." Equally effective, he said, was the druggists' co-operation in the publicity of the war bond campaign, such as posters and advertising in the newspapers and over the radio.

The druggist has long since come to play an indispensable part in American life, in time of peace or war.

Note

A complete, day-by-day account of the meeting will appear in the 1946 Year Book of the N. C. Pharmaceutical Association, together with all addresses, talks, reports and twenty-five exclusive photos made during the convention.

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Convention Highlights

By JAMES W. HARRISON

IMPRESSIONS—The microphone personalities of the Governor and Dr. Suttlemyre. . . . Wade Gilliam's equable demeanor. . . . Dr. Brecht's effortless delivery of an interesting subject with always the right choice of words to get his meaning across without being pedantic or "classroom." . . . Paul Dinwiddie being coaxed into entering the Materia Medica IQ contest, then winning it. . . . Dr. Jacobs, restless, yet enjoying the entire program. . . . President Daniel, gentleman unafraid, but humble in taking office. . . . George Matthews, receiving a Woman's Auxiliary entertainment ticket book and winning a floor prize with it. . . . Earl Houser, registering for himself and wife, then wearing his wife's Woman's Auxiliary Member badge instead of his own for two hours before discovering it. . . . J. C. Jackson's remark when he followed his wife on the program, saying, "Well, I've been following 'Pinky' for fifteen years, I guess I can do it for one more day." . . . John Goode assuring the Governor that he wasn't loafing on his highway job, that he had just parked his pick and shovel at the door. . . . Sam Welfare's *basso profundo*. . . . Dr. Brecht mourning the passing of Latin in official nomenclature, but finding a kindred spirit in the person of this writer. . . . The chivalry of Dewey Pollard and his cohorts. . . . Antoinette Salley's drawing of her father's number in the baby display prize, as rare a happening as drawing all spades in bridge. . . . The two lone unoccupied guardians in blue at the Auditorium doors. . . . John Hoagland, a Yankee that even Senator Claghorn would heed. . . . John McPherrin, "American Druggist" in person. . . . W. J.'s sick headache and J. W.'s toothache. . . . Asheville druggists closing their stores at 7 p.m. that many of their clerks might attend the evening's entertainment. . . . The peculiar behavior of "African Dominoes" when tossed against a soft pillow. . . . The wheels within wheels that smoothed the roughened edges of the program and the precise timing that eliminated a conflict in the program Tuesday afternoon when Q. T. Bilbro met Dr. Hillman at Montreat, brought him to the Vanderbilt for his part of the program, then motored him to Biltmore to make a train by minutes. . . . The ubiquitous photographer. . . . The Moury lad circumnavigating the Vanderbilt lobby even as you and I. . . . The welcome Coca-Colas by the Coca-Cola Company and the void-filling snacks by Lance, Inc. . . . Tommy Reamer and his Rathskeller steaks. . . . The beautiful sunny days of Sunday and Monday, and the cool rain of Tuesday that changed the ladies' dresses from 1946 to *circa* 1860. . . . The balanced ticket of the Nominating Committee. . . . The good registration jobs done by Goodrich and Andrews and their able helpers. . . . 627. . . . 627. . . .627. . . . Albert Chandley trying in vain to lose ten pounds avoirdupois by jitterbugging. . . . The sylphish postures of Lacy Meredith and the graceful awkwardness of the men's ballet. . . . The interesting square dance teams of Mose and Mrs. Teague and J. C. and Rosa Jackson. . . . The little lost boy's tears turned to smiles and laughter by Earl Houser's gentle paternal soothing during the Mountain Dances. . . . The vice-Mayor's guile when he told of being dissuaded from entering the drug business by the pharmacy board and John Goode's glibness; telling how every time he sold a Coca-Cola he lost a quarter of a cent; how he worried so about John losing money until one day he got a bill from John for a five pound box of candy, then he quit worrying. . . . The concordance of *protocol* at the Grove Park Inn "Tour 'n' Tea" and ditto at the other functions for the ladies. . . . The courtly manner of Hubert Phillips and the warm cordiality of Stacey Smith at the drawing for the Biltmore Homespun prizes. . . . The heady and bemusing odor of Coty's "Muse" at the "Tour 'n' Tea." . . . The absence of Mr. Hancock and Roger McDuffie and Dean Beard and others. . . . The haunting and bewitching beauty of Eckerd's girls. . . .

(Continued on Page 173)

The Roarin' Forties . . .

Things were roaring in the 1840's.

Gold—that precious metal—was found in "them thar hills" in California, and the great trek westward began. The North, East and South were excited. Everywhere the cry was "Go Westward, Young Man."

There was one young man, however, who did not go Westward. He was a young druggist who had just as much faith in the future of Virginia and Carolina as those who had hopes of elusive fortunes west of the Rockies. It was young August Bodeker who, in 1846, hung his first shingle over the entrance of a modest store on Main Street in Richmond —and there started the Bodeker Drug Company.

One hundred years have passed since that day. The gold of the "Roarin' Forties" has long been forgotten, but the name of Bodeker and its symbol of service is even better known in 1946 than it was in 1846.

Thus, we are proud to celebrate our One Hundredth Anniversary.

BODEKER DRUG COMPANY

A Century of Service to the Drug Trade

RICHMOND, VIRGINIA

How to Make Your Store Diabetic Headquarters

By D. D. Demarest,
Becton-Dickinson & Co.

It is, indeed, a privilege for a representative of Becton-Dickinson & Co., to have the opportunity to speak to such a large number of B-D's best customers, in one place, at one time.

Your program is full and I am going to get to the heart of my message at once.

I have been taught that one of the best ways of getting information across is the question and answer method. I believe this to be true, so I am going to ask you four questions, one I can't answer, the others, I will do my best to answer.

My first question is the one I am not going to try to answer. The question is, why do Pharmacists study many years and spend large amounts of money preparing for a profession—leave school with all intentions of opening a Professional Pharmacy, and promptly open a sundry store? A store that can only be recognized as a Pharmacy, by the sign on the door. They specialize in Candy and Cigars, Food and Face Powder, Stationery and Toilet Paper. True, most of them have a small prescription department, and some professional items, in a drawer some place—a drawer that many have to search for when a customer calls for the item. They throw their professional knowledge away and compete with the Cigar Store on the corner, the Cafe and Soda Fountain next door and the big Sundry Chain Store nearby. Not all Pharmacists do this. In every city a few, but how few, feature Pharmaceuticals and Biologicals and items for the Medical Profession, such as the items manufactured by companies like Becton-Dickinson & Co. You and I know these men are successful, that they do not worry about chain store and soda fountain competition, that they have the respect and cooperation of the Medical Profession. Their customers come to them for advice and are willing to buy from them even though their prices are not cut. I reiterate, why don't Pharmacists open Drug Stores?

I would very much like to discuss with you the setting up of a Professional Pharmacy. However, I haven't the knowledge.

With the help of many people in research, and with your kind indulgence, I will discuss just one phase of a Professional Drug Store. The Diabetic Dept., or, I should say, the setting up of a Diabetic Department. I will do this in the form of three questions and will try to answer the questions as we go along.

What is Diabetes? If you are going to set up a Diabetic Department, you must know the answer to this question. Diabetes is a disorder of sugar and starch Metabolism. It is caused by the failure of a group of cells known as The Islands of Langerhans, located in the Pancreas, to secrete insulin. However, since a group of Canadian Scientists perfected a method of isolating Insulin, and since it can be taken hypodermically, Diabetes ranks among the

(Continued on Page 175)

D. D. Demarest

ATTENTION: T.M.A.

While at Asheville, the Traveling Men's Auxiliary voted to endorse the same Group Health and Accident Policy which has been so successfully operated by the North Carolina Pharmaceutical Association.

The Policy is:

Non-Cancellable
Incontestable
Requires no House Confinement
Has no Technicalities

You will receive, or have received, Literature concerning this new T. M. A. Service. We respectfully suggest you "sign up" at once in order to get the Group started.

No medical examination necessary. Uninsurables accepted for a short period.

Cordially yours,

J. Floyd Goodrich, Sec'y-Treas.
Traveling Men's Auxiliary

Policy Underwritten by
Inter-Ocean Casualty Company

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON,
C. C. CARPENTER, LUCAS ABELS

or

F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

Limitation on New Drug Stores

Based upon a survey recently completed by the Board of Pharmacy, a condition was found to exist in our state which is believed to be not to the best interest of the public nor the profession of pharmacy. The records of the Board show that 791 permits have been granted to drug stores and hospitals in the state. On the applications for these permits 940 pharmacists were listed as being actively engaged in retail or hospital practice. This makes an average ratio of 1.18 pharmacist per drug store or hospital as compared with a national average of 1.56. Some of the Southern and neighboring states have figures as follows: Alabama—1.34, Florida—1.65, Georgia—1.35, South Carolina—1.17, Tennessee—1.93, Virginia—1.73. Only two states in the Union, Oklahoma and South Carolina, have a lower ratio than that of North Carolina which is Oklahoma—1.07 and South Carolina with 1.17. This same survey shows that there are 870 unlicensed clerks employed in the 791 drug stores and hospitals who dispense drugs and medicines under legal supervision, the thoroughness of which supervision is open to question.

It is the belief of the Board of Pharmacy that this condition warrants the use of those powers granted to it by law to implement a more favorable ratio of pharmacists to drug stores. Accordingly, at the meeting of the Board on March 26th, the following resolution was adopted:

RESOLUTION

Whereas, in order to protect the public health, the law in North Carolina requires that prescriptions, medicines, drugs and pharmaceutical preparations be compounded or dispensed only by or under the immediate supervision of a person licensed as a pharmacist in this state; and

Whereas, the records of the Board of Pharmacy show that there are 940 pharmacists actively engaged in the retail and hospital practice of pharmacy and that there are 791 drug stores and hospitals registered in the state, which makes an average of 1.18 pharmacists per drug store or hospital as compared with a national average of 1.56 and

Whereas, more than fifty per cent of the pharmacists who served with the Armed Forces have returned to civilian life; and

Whereas, this number has failed to check the decline in the ratio of pharmacists to drug stores from the figure of 1.18 as it existed in 1945; and

Whereas, this source of qualified pharmacists cannot be relied upon to improve the existing ratio to an appreciable extent; and

Whereas, the records of the Board of Pharmacy show that there are 870 unlicensed clerks employed in the 791 drug stores and hospitals who compound prescriptions; and

Whereas, it is the opinion of the Board of Pharmacy that the conditions enumerated are not to the best interest of the public health; and

Whereas, many new drug stores are in the process of being established or are in contemplation of being established;

Be it therefore resolved that the Board of Pharmacy will not issue any original drug store permit to a new drug store until an investigation shall completely satisfy the Board that:

1. Adequate qualified personnel can be secured by the management of the store to properly render pharmaceutical service in the manner prescribed by the law; and

2. That such personnel can be maintained for that period for which the permit is issued.

Adopted March 26, 1946.

J. G. Ballew, Pres.,
R. A. McDuffie,
M. B. Melvin,
I. T. Reamer,
H. C. McAllister, Sec.-Treas.

This resolution has been reviewed by the Office of the Attorney General and the Board has been assured that it has the authority to enforce the requirements thereof.

WE HAD A SWELL TIME IN ASHEVILLE

We want to thank the North Carolina Pharmaceutical Association and the Traveling Men's Auxiliary, not only for their patronage, but also for their good fellowship and support.

With the N. C. P. A. group policy participation knocking at the 400 mark, and with the newly formed T. M. A. group on its way, we know we shall have a large part in future service to you.

Thanks again for a swell time.

F. W. SARLES, State Manager
RALPH J. GOLDEN, Assistant Manager
LUCAS ABELS, Special Agent

Inter-Ocean Casualty Co.
Group Department
Box 1048
Greensboro, North Carolina

Congressman Durham's Record Cited

RE-ELECTION URGED

On May 25th the voters of the Sixth North Carolina Congressional District will go to the polls to cast ballots for a number of officers. While the 140 pharmacists of the District have always exercised their citizenship privileges by voting, they will have a double incentive this time as Congressman Carl T. Durham is up for re-election. And since Mr. Durham has two aggressive opponents, it will not only be a privilege for all pharmacists to support his candidacy, but to enlist the help of their friends as well.

It is needless for us to cite Mr. Durham's excellent record in Congress as it is well known to every pharmacist. However, since it is believed many voters of the District are uninformed, we pass along to you a letter written by Dean Kendig of Temple University in which he points out the extraordinary value of Congressman Durham's services to his country.

TEMPLE UNIVERSITY
PHILADELPHIA

School of Pharmacy
1808 Spring Garden Street
Office of the Dean

March 19, 1946.

Mr. W. J. Smith, Secretary
N. C. Pharmaceutical Association
Chapel Hill, North Carolina

Dear Mr. Smith:

I have been informed that my good friend, Mr. Carl T. Durham of your state, faces considerable opposition to his re-election to the House of Representatives. I do not even know the name or names of Congressman Durham's opponents, and therefore what I shall say in this letter is entirely impersonal.

I believe the failure of re-election of Congressman Durham would be definitely detrimental to the health, welfare and best interests of the personnel of the United States Army, as it may be influenced by illnesses which require drug medication.

As you know, not-with-standing the protests often made by American Pharmacy, the drug service in the Army has been to a large extent superintended and performed by those who have not been trained to practice Pharmacy. Organized Pharmacy made repeated efforts to correct the dangerous Pharmaceutical procedures in the Army, but had not been successful until Congressman Durham was elected to the House, and took an active interest in the subject.

As Chairman of a Joint Committee representing the American Pharmaceutical Association, the National Association of Retail Druggists, the National Association of Boards of Pharmacy, and the American Association of Colleges of Pharmacy, I was charged with the duty, by those Associations, of having a Bill to establish a Pharmacy Corps in the United States Army introduced into the Congress, and steered to a successful vote if possible. Congressman Durham agreed to father this legislation, and without his wise guidance and continued effort in its behalf we would not have been successful. While the Committee succeeded in getting American pharmacy back of this legislation to an extraordinary degree, we could not have been successful without the wise guidance of a pharmacist member of the House; no other man would have had the understanding and knowledge necessary.

My concern about Congressman Durham's re-election stems from this fact. Not-withstanding the passage of this legislation to establish a Pharmacy Corps in the United States Army by unanimous consent in the House and in the Senate, and the signature of former President Roosevelt, the Surgeon General has not activated the Corps, and openly says he does not like the legislation, and in the proposed re-organization of the Army he will endeavor to have the pharmaceutical service placed in another Corps, and the Pharmacy Corps wiped out.

If Congressman Durham should not be returned to the House, the cause of a safe pharmaceutical service in the Army would be without experienced leadership, and I feel the Surgeon General's ideas would prevail. This would be most unfortunate for the men in the Army and for the prestige of Pharmacy itself.

As you no doubt know, Congressman Durham is a member of the House Committee on Military Affairs, and it was because of membership on this important Committee that he was able to have the Pharmacy Corps Bill thoroughly considered on its merits.

If Congressman Durham should be defeated, no doubt it will be many years before Pharmacy will be represented again on the House Military Affairs Committee.

Having been so closely identified with this whole movement I feel warranted in expressing an opinion about the extraordinary value of Congressman Durham's services, and I feel it a duty to reiterate that in my judgment it would be a great loss to the country if he were not re-elected at this time.

Sincerely yours,

(Signed) H. Evert Kendig, Dean

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Regular Super Junior	10's	2.50	.29	10.3c
Regular Super Junior	40's	9.00	.98	30.5c

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

Tar Heel News Notes

Greensboro—C. H. Bradford was seriously ill and confined to the hospital during the latter part of March.

Dunn—After a 45-day leave with his family, Capt. David Henry Hood, pharmacist—and son of pharmacist Paul C. Hood—has returned to Tokyo, going via Seattle, Washington. He will go back to the famous 1st Cavalry Division who made the first landing in Manila and Tokyo. Henry is a member of the Army Pharmacy Corps, being one of the first twenty to qualify after the formation of this branch of service.

Winston-Salem—Ruth Aycock, formerly at Rex Hospital Pharmacy, Raleigh, after a vacation to Cuba, etc., has accepted employment as pharmacist at Patterson Drug Company, Winston-Salem.

Fayetteville—H. R. Horne & Sons Drug Company has been fortunate in regaining the services of two former pharmacists. Mrs. Grover Nash has returned—her husband is stationed at Fort Bragg. L. E. McKnight, Jr. has returned from service and is back at his old job.

Charlotte—W. Z. Tingen is now associated with Providence Road Pharmacy.

Jacksonville—C. A. Taylor, formerly with Worthy & Etheridge, Washington, is now with the W. L. Ketchum Drug Company.

Ontario, California—Friends of L. E. Reaves, formerly of Raeford, N. C., and L. S. Saunders, formerly of Wilmington, N. C., will be interested in hearing of their purchase of a drug store at Ontario, California.

Raleigh—Marguerite White Hahl has been at her home in Raleigh convalescing following an appendectomy. She will return to Elizabethtown, Kentucky after the convention at Asheville. Her husband is stationed at Fort Knox, Ky.

Greensboro—P. A. Hayes of Justice Drug Company, attended a dinner recently in New York, at which the MM&R Company were hosts. This was in connection with the N. W. D. A. meeting.

Charlotte—Solon Minton, recently discharged from Service, is now with the Hotel Charlotte Pharmacy.

Southern Pines—E. S. White is pharmacist at Sandhill Drug Company.

Richmond, Va.—Our hopes of seeing Mr. Jim Bowers at the convention were dashed when we received a card saying they were going to be unable to return to Richmond from Florida, via Asheville. The Bowers were in Florida for the winter.

Raleigh—We were glad to hear from T. E. Pittman that he had returned to Raleigh. He is representative for the W. F. Schrafft and Sons Corporation of Boston, Mass. He is living at 409 Gardner Street in Raleigh.

Chapel Hill—Dr. and Mrs. H. M. Burlage combined business with pleasure in a trip to New York during the short holiday at the University recently.

Asheville—Maurice Cable, pharmacist at Charlotte Street Pharmacy, has been elected Secretary-Treasurer of the Optimist Club of Asheville for the fiscal year beginning April 1st.

Fayetteville—Hubert Flynn has been released from the Army and is now resting up at his home (304 Gillespie Street) prior to reentering the drug business.

Nashville—Arthur Johnson of Kerr has accepted a position as pharmacist with the Nashville Drug Company.

Asheville—Robert J. Sisk has returned to this State and has accepted a position with Johnson's Drug Store, Asheville. He is the son of a pharmacist and his brother, Charlie, is associated with Pinner's of West Asheville.

Wilmington—L. S. Saunders, formerly of this city, and L. E. Reaves of Raeford have purchased a drug store in Ontario, California. Mr. Reaves will manage the business, while Mr. Saunders expects to divide his time between Ontario and his citrus ranching interest in Orange County.

Durham—At a recent meeting of the Durham Drug Club, Hunter L. Kelly was elected president for the coming year. Officers elected to serve with him are: M. S. Burt, vice-president, and Terry Sparks, Jr., secretary-treasurer.

3 RE

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ringworm, poison oak and similar skin irritations

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Clean! Fast!

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CUTS

WOUNDS

BURNS

'S. T. 37'

Antiseptic Solution

SHARP & DOHME

Sell a bottle of 'S. T. 37' Antiseptic Solution. It will mean *more profit* to you! . . . because this safe and effective germicide may be recommended to your customers *whenever* and *wherever* an antiseptic is required!

Sold as a spray or gargle for prophylaxis and treatment of throat infections, 'S. T. 37' Antiseptic Solution (per ounce) gives you *at least twice* the profit of similar antiseptics . . . and sold for the treatment of cuts, burns, and abrasions—the 12-ounce economy size brings you *at least four times* the gross sale of the usual "one ounce" antiseptic preparations. Sharp & Dohme, Phila. 1, Pa.

Are You Thinking of Cutting Prices in the Future?

By W. F. SCHAPHORST

It is easy to cut prices, but do you know that it usually isn't easy to pay the cost of price cutting? As a rule, price cutting is expensive. The thought behind price cutting generally is "By cutting my prices I will increase my volume and in that way will make more money than I am making now." Here are some actual figures on the increased volume necessary to "make up" the loss due to price cutting:

If you cut your price 5%, you will have to increase your volume 25%; If you cut your price 10%, you will have to increase your volume 67%; If you cut your price 12½%, you will have to increase your volume 100%; If you cut your price 15%, you will have to increase your volume 150%.

The above figures are based on a supposed normal profit of 33⅓% cost before doing any price cutting. If your normal profit is less then the increase in volume of business necessary will be correspondingly greater than the figures given above.

Should you wish to make computations based on your own conditions it can be easily done by following the method below. To make the method perfectly clear a problem is worked out in which the present or normal profit is assumed to be 33⅓ per cent and it is assumed that the selling price will be cut 10 per cent.

THE METHOD—AND A PROBLEM WORKED OUT

A What is your present or "normal" profit based on cost? If it is 33⅓% write it down as .33⅓....	.33⅓
B What per cent are you planning to cut your present selling prices? If you are planning to cut 10% put it down as .10	.10
C Add one to A (see how it is done at the right)	1 + .33⅓ = 1.33⅓
D Subtract B from one	1 — .10 = .90
E Multiply C by D....	1.33⅓ × .90 = 1.20
F Subtract one from E	1.20 — .1 = .20
G Divide A by F.....	.33⅓ ÷ .20 = 1.666
H Subtract one from G	1.666 — 1 = .666

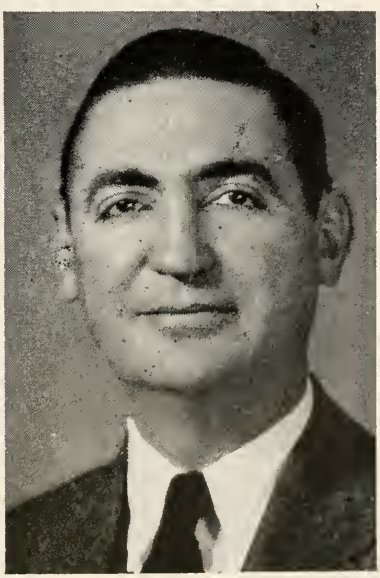
The result, H, being .666 means that the volume must be increased that much, or, 67% when the price is cut only 10 per cent.

Now insert *your own figures.* Work out *your own* problem. The chances are you will "think twice" before cutting prices after you find what the increased volume H must be.

Pollard and Pangburn Team Up

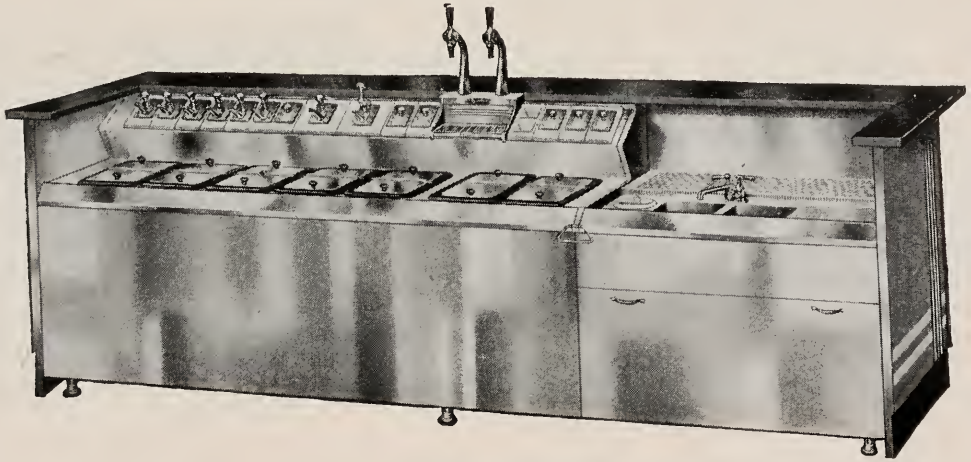
Dewey Pollard of Raleigh, well known to practically every pharmacist in North Carolina as a "dispenser of cheer and a seller of sweets" has accepted a position with the Pangburn Company, makers of Pangburn's Better Candies, of Fort Worth, Texas.

All of Dewey's friends wish him well in representing the Pangburn Company. His address is Box 6127, Raleigh, N. C.



DEWEY POLLARD, Raleigh

STANLEY



KNIGHT

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THE STREAMLINER—MODEL 1250

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

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Cosmetic Schools Held

The DuBarry Salon of the Richard Hudnut Company, New York, sent instructors and other personnel to North Carolina to hold three one-day cosmetic schools. The first of these was held March 12 at Charlotte. Those "students" representing drug stores were as follows: Mrs. Leon Smith and Miss Odessa Thompson, Kannapolis Drug Company, Kannapolis; Miss Addie Miller, Hawthorne Pharmacy, Charlotte; Mrs. Ella Mae Hart, Lutz Drug Store, Hickory; Miss Jacqueline DiNardo, Hotel Charlotte Pharmacy, Charlotte; Miss Jean Brooks and Miss Dolly Campbell, Smith's Drug Store, Gastonia; Miss V. Bass and Miss Ellie F. Cannon, Kibler Drug Company, Morganton; Mrs. Catherine Gainey, J. P. Stowe & Company, Charlotte; Miss S. Austin and Miss Elsie Lamm, Purcell Drug Company, Statesville; Mrs. Eula Peterson, Purcell Drug Company, Salisbury; Miss J. Burgin and Mrs. Kelly Summey, Summey Drug Company, Mount Holly; and Mrs. P. J. Craver, Purcell Drug Co., Lexington.

The second school was held March 14 at the O. Henry Hotel, Greensboro, and the following drug stores were represented: Miss Gladys Priddy, Bobbitt's Pharmacy, Winston-Salem; Mrs. Virginia Warren, Read's Drug Store, Winston-Salem; Dorothy Stafford, Walgreen's, Greensboro; Virginia McLean and Helen Fogleman, Mann's O. Henry Drug Store, Greensboro; Evelyn Ferguson, Wilkerson-McFalls Drug Store, Greensboro; Mrs. C. H. Bradford and Annie Noah, Elam Drug Company, Greensboro; Juanita Lail and Mrs. Alma Benfield, Lutz Drug Store, Hickory; Bessie Phillips, Reaves Drug Store, Asheboro; Burnett Cottrell and Laurel Williams, Greene Street Drug Company, Greensboro; and Mamie Bridges, Burlington Drug Company, Burlington.

The third school was held at the Sir Walter Hotel, Raleigh, on March 19th. The following drug stores were represented: Kathleen Parker and Mrs. Emma McCormick, Summit Street Pharmacy, Winston-Salem; Mildred Rozier, Hedgpeth Pharmacy, Lumberton; Janie Spivey, Guiton's Drug Store, Whiteville; Dora Johnson, Modern Pharmacy, Lumberton; Hazel Bullock and Eloise Lancaster, I. W. Rose Drug Company, Rocky Mount; Mrs. Thelma Senter, Senter's Drug Store, Carrboro; Frances Youngblood, Dorothy Conklin and Mrs. E. F. Rimmer, Rimmer's Drug Store, Sanford; Selma Johnson, People's Drug Store No. 1, Durham; Olive Adams, People's Drug Store No. 2, Durham; Mrs. J. L. Brady and Vernelle McLaurin, H. R. Horne & Sons, Fayetteville; Mrs. Helen Pope, Walgreen's, Raleigh; Thelma Riley, Eckerd's, Raleigh; Mrs. E. M. Dean, Jordan's Drug Store, Raleigh; Catherine Cox, Reaves Drug Store, Asheboro.

For Sale

Sixty feet of mahogany wall fixtures; not up-to-date but strong as the Rock of Gilbraltar. An experienced carpenter and a sharp saw are all that are needed to revamp these fixtures. Personal inspection invited; priced to move quickly.

ROY JOHNSON
Langren Drug Store
Asheville, N. C.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years insures our ability to serve you satisfactorily

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DAILY — WEEKLY — MONTHLY

MAKE UP FOR LACK OF OTHER MERCHANDISE TODAY BY FEATURING

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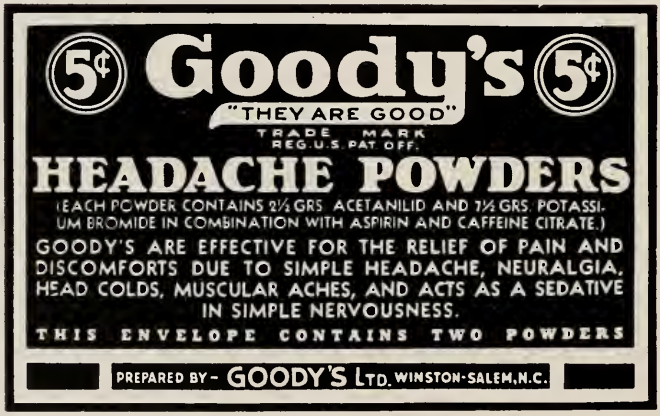

Caution: Use only as directed

Goody's, Limited

WINSTON-SALEM, N. C.

Veteran Sales Representative

John R. Brownie, for many years representative of Miles Laboratories, Inc., who was retired last year, was recently made an Honorary Member of the Traveling Men's Auxiliary of the N. C. P. A.

In a letter to T. M. A. Secretary Goodrich, he said that he planned to attend the Asheville meeting, and we were delighted to find him there. He asked in his letter that the T. M. A. members be thanked for the honor shown him. Since we have had the pleasure of knowing Mr. Brownie since early days of affiliation with the N. C. P. A., it pleases us that the T. M. A. has recognized his many years of service to their organization and has taken this means of showing it.

What! No Vitamins?

If the following story is indicative of a general trend, it would be well for our pharmacists to abandon any idea of drug practice, and engage in other lines of work —possibly the manufacture of crackers, or sausages.

Goldsboro—Welfare Superintendent J. A. Best said he had the following conversation with a 75-year-old man who lives alone and wants old age assistance:

"How big a garden will you have?"

"None, as I don't eat vegetables."

"Who cooks for you?"

"Don't have any cooking done."

"Where do you get your meals?"

"From the store. I get soda crackers, bread, smoked sausages, and sometimes some canned meat or cheese and a bottle of pop to wash it down."

"How's your health?"

"Good. Can't remember when I've been sick. Haven't been to a doctor or taken any medicine in 20 years."

Weddings

SHEFFIELD—HERRING

Charles Johnson Sheffield and Mary Emma Herring of Warsaw, were married March 31. Mr. Sheffield is the son of Mrs. B. C. Sheffield and the late Mr. Sheffield of Warsaw. He is associated with Warsaw Drug Company.

Formulac, New Infant Food

Formulac, a new baby food containing the vitamins and minerals necessary to constitute a well-rounded infant diet in itself, is now being introduced throughout the United States by National Dairy Products Corporation.

The new product is being detailed to physicians and made available for public purchase in retail establishments. It is for use alone or with such supplementary ingredients as the doctor may prescribe.

Formulac was developed by E. V. McCollum, well-known nutritionist and professor of bio-chemistry at the Johns Hopkins University School of Medicine, at the request of Dr. Edwards A. Park, also of Johns Hopkins, who suggested that a nutritionally complete formula be developed which could be successfully preserved by canning. Production followed a full year of experimentation and tests.

Formulac is sold in 14-1/2 ounce cans packed two dozen to the case.

LIQUID EXTRACT OF LIVER WITH IRON VALENTINE

8 Ounces net

1 Dozen at list $21.00 Through Wholesaler

Our recent journal and direct mail advertisements deal with the natural B_2 complex of this product, 5 mg. of riboflavin and 25 mg. niacin per fl. oz.

Valentine Company, Inc.

Richmond, Virginia

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The Utmost in Scientific Control

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Board of Pharmacy News

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Roger A. McDuffie.....Greensboro
M. B. Melvin.....Raleigh

I. T. Reamer.....Durham
F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. McALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

Board of Pharmacy Examinations

The Board of Pharmacy met in Chapel Hill March 25, 26, and 27 for the examination of candidates for license to practice pharmacy in North Carolina. Of those taking the examination, 16 were successful. They were: Brooks, Harvey Ray, Bear Creek; Canipe, John Clifton, Jr., Boone; Cole, Jessie Frances (Miss), Chapel Hill; Dees, Robert Register, Burgaw; Fearing, Malcolm Keith, Manteo; Hamlet, Joe Edward, Wilmington; Hardy, Rudolph Warren, Everetts; Harrison, James William, Asheville; Kennedy, Lucy Lee (Miss), Kerr; Parker, Judson Garrett (col.), Durham; Pecora, Ruth Patterson (Mrs.), Chapel Hill; Salter, Evelyn Earle (Miss), Stacy; Stephens, Frank, Orrum; Timberlake, Claude Vernon, Jr., Youngsville; Warren, Burney Simon, Greenville; Williams, Laurel Lee, Greensboro.

Miss Laurel Lee Williams, a graduate of the School of Pharmacy of the State University, received the honor of making the highest average on the examinations.

All of the members of the Board were present with the exception of M. B. Melvin of Raleigh, who was prevented from attending due to illness in his family.

The candidates and the Board were pleased to have with them for this meeting Mr. F. W. Hancock, Board Advisor. His cheerful and encouraging spirit is a source of great pleasure to all of us.

In addition to the examination of candidates, the Board disposed of a number of business matters. Of chief interest to pharmacy was a resolution passed at this meeting concerning the registration of drug stores and particularly as applied to new drug stores. (Page 147.)

NEW REGISTRATIONS

Since last reporting in the JOURNAL the following pharmacists and drug stores have been registered:

PHARMACISTS RE-REGISTRATION

E. B. Eadie (veteran), Charlotte; A. L. Mansfield, Carolina Beach; G. C. Robinson, Charlotte.

PHARMACISTS REGISTERED BY RECIPROCITY

R. A. Boger, New Bern (from Georgia); S. A. Dantzler, Waynesville (from South Carolina); J. E. Waldrop, Gastonia (from Georgia).

NEW DRUG STORE REGISTRATIONS

S & W Drug Store, Morehead City (change of ownership); Powell's Drug Store, Stokesdale, Permitted Physician (change of ownership); Duffy's Drug Store, New Bern (change of ownership); Boulevard Pharmacy, Charlotte (change of ownership); Hotel Charlotte Pharmacy, Charlotte (change of ownership).

We Tell 'em — You Sell 'em

Millions of Newspaper Readers Every Week and Millions of Radio Listeners Every Day

Eases the Pain — Soothes the Nerves

Headaches, and nerves upset pains, usually respond quick-acting ef-

HEADACHES - NEURALGIA *Eased Quickly with "BC"*

Agonizing headaches and annoying neuralgic pains usually yield hurry to the gredients in la. "BC" is r the relief of muscular aches and functional periodic pains. Acts as a sedative in simple nervousness. 10c & 25c sizes. Use only as directed. Consult a physician when pains persist.

B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

PROSECUTIONS

In accordance with the adopted policy, all of the prosecutions under the pharmacy law are reported in the JOURNAL. The following cases have been completed by the Board.

State of North Carolina
Edgecombe County

In Recorder's Court

State vs. W. H. Sparks

Before Lyn Bond, Recorder

H. C. McAllister, Sec.-Treas. of N. C. Board of Pharmacy being duly sworn, complains and says that at and in said County, on or about the 12th day of March, 1946, W. H. Sparks did unlawfully and willfully violate G. S. 90-72 by compounding and/or dispensing a prescription and/or poison for L. M. Senter and that at the same time of compounding and/or dispensing said prescription and/or poison he was not a licensed pharmacist against the form of the Statute in such cases made and provided, and contrary to the law and against the peace and dignity of the State.

(Signed) H. C. McAllister.

Sworn to and subscribed before me, this the 22 day of March, 1946.

W. S. Babcock
Clerk Superior Court and Ex-Officio
Clerk Recorder's Court.

Upon the foregoing affidavit warrent was issued and served on defendant and he was tried upon said warrant in the Recorder's Court of Edgecombe County and the following judgment was entered.

North Carolina
Edgecombe County

In the Recorder's Court
Lyn Bond, Judge.

State vs. W. H. Sparks

Case No. 14004

The defendant comes in Court and pleads guilty.

Therefore, it is considered, ordered and adjudged that prayer for judgment be continued for two years upon the defendant's paying $25.00 and costs, and not violate the drug law for two years.

State of North Carolina
Edgecombe County

In Recorder's Court

State vs. J. E. Sparks

Before Lyn Bond, Recorder

H. C. McAllister, Secretary-Treasurer of N. C. Board of Pharmacy being duly sworn, complains and says, that at and in said County, on or about the 12 & 22 days of March 1946 and all of 1946, J. E. Sparks did unlawfully and willfully violate G. S. 90-75 by operating and/or permitting another to operate or did aid and abet another to operate a drug store or pharmacy without registering same—in the city of Pinetops, against the form of the Statute in such cases made and provided, and contrary to the law and against the peace and dignity of the State.

(Signed) H. C. McAllister.

Sworn to and subscribed before me, this the 22 day of March 1946.

W. S. Babcock
Clerk Superior Court and Ex-officio
Clerk Recorder's Court.

Upon the foregoing affidavit warrant was issued and served on defendant and he was tried upon said warrant in the Recorder's Court of Edgecombe County and the following judgment was entered.

North Carolina
Edgecombe County

In Recorder's Court
Lyn Bond, Judge

State vs. J. E. Sparks

Case No. 14002

The defendant comes in Court and pleads guilty.

Therefore, it is considered, ordered and adjudged that prayer for judgment be continued for two years upon defendant's paying a fine of $25.00 and costs and not violate drug act for two years.

Three other charges involving the above defendants were dropped upon the condition that the violations not occur in the future.

Fire Insurance

Pointers on the Co-Insurance Clause

This clause is sometimes spoken of as the 80% clause, or the 90% clause, depending upon the amount of insurance carried in percentage of value of the insured property. It is the belief of the writer that such a clause originated in a natural desire of insurance buyers to buy their fire protection at lower prices than formally prevailed, and also a desire on the part of fire insurance companies to satisfy such desire.

Consequently the plan now in operation was envolved. A customer may ask an agent "Can't I buy insurance for less money than I am now paying?" And the agent may reply "Yes, if you buy insurance to the amount of 80% of the actual value of your insured property, we will sell it to you for 15% less than the standard rate, or if you will buy a 90% coverage, you can save 20%.

Probably, the customer may have been carrying a 50% or a 60% coverage, which he thinks should be enough, for scarcely anyone thinks he will ever have a real destructive fire, where the loss will be greater than that, but he is willing to buy more, if he can get it at a bargain. Consequently the companies sell more, the customers are better protected, and sometimes, a real destructive fire does occur and in such case, there is a greater recovery, and the insured customer is glad he bought the additional amount.

However, the companies have equal reason to be glad, for statistics indicate that the average loss in the fires that do occur, is considerably less than the insurance that is carried, and the customers would recover practically their entire loss if they carried a smaller amount of insurance. Also, taking the matter of fires as a whole the majority of DRUG stores never have a fire, but they carry insurance just in case they should have one, and in a sense, that is the real reason for carrying it at all. Except for an occasional arsonist, no one expects to have a bad one, but most of them do carry some, to take care of emergencies.

Now, if a man is carrying insurance to the extent of 50% or 60%, it generally costs so little more to raise that to 80% that some are tempted to buy that additional amount, and a large proportion of insurance buyers do carry that. As an example of a situation that sometimes exists, suppose a man has property worth $10,000 and the insurance rate is $10 per thousand. He has, let us say approximately a two-thirds coverage, or just to make it easy to figure, a 68% coverage. The premium on the $6,800 property then will be $68. However, if he will increase his coverage to 80%, or $8,000, his rate will be reduced 15%, bringing the whole charge down to just what he has been paying $68, which is just what he has been paying for $6,800 of insurance.

However, there is a sort of saving clause in the provision for this saving, which will solve the reluctance that some companies might feel toward, just giving a customer $1.200 more insurance than he originally had, and charging nothing more for it, and so one who takes on more insurance is under obligation to MAINTAIN that same PERCENTAGE of coverage; so long as the clause remains in his policy, so that a man can't safely take on the co-insurance clause just to establish for himself a lower rate and then, when renewal time comes along, drop $1,000 or $1,500 or more, and continue to pay the smaller premium. Or if he does, and has a fire, he will have become a co-insuror and will have to share the loss in proportion to whatever he may lack of having an 80% coverage.

Thus, if he has the 80% clause in his policy and is actually carrying only a 60% coverage the insurance company or companies (if more than one) will pay him only 60/80 (¾) of whatever loss there may be, and he will have to absorb the remainder. There are two exceptions to this rule. One is in the event of a complete

loss, the entire amount of insurance provided for in the policy will be paid, and the other is in the event that the loss amounts to no more than TWO PER CENT of the total insurance carried in all companies, which will be paid in full.

In addition to the reduction in premium rate granted to one carrying the co-insurance clause, there are some advantages. For example, the EXTENDED COVERAGE may be made a part of a FIRE INSURANCE policy, by attachment of an endorsement thereto. This covers on losses caused by windstorm, hail, explosion, riot, civil commotion, aircraft, vehicle, or smoke. The cost of this protection, in addition to the FIRE insurance premium, is $2.80 per thousand, unless the policy contains a co-insurance clause of 80% or better, in which event, the extended coverage rate is reduced to 96c per thousand.

The co-insuror MUST maintain whatever percentage of coverage may be provided for in his co-insurance clause, or assume responsibility for loss that might occur, which might be quite costly.—*The Rocky Mountain Druggist.*

Carlyle Addresses Drug Club

Irving Carlyle, regional director of the North Carolina Good Health Association, outlined the objectives of the organization at a meeting of the Winston-Salem Drug Club on April 24th.

Mr. Carlyle pointed out that the State has good roads and good schools and has waited until last to develop a good health program. Pharmacists, he said, can aid the program immeasurably as they are close to the health of the community and realize the great need for good hospitals.

Sam Welfare, president, presided and Wade A. Gilliam, past president of the North Carolina Pharmaceutical Association, gave a report of the annual convention held recently in Asheville.

Found at Convention

Near Coca-Cola bar, a yellow gold brooch. Owner may claim same by sending description to W. J. Smith, Drawer 151, Chapel Hill.

EVERFRESH *Products*

are well on their way toward carrying on—through 1946—their annual custom of making each succeeding year their biggest in sales.

EVERFRESH

CITRATE OF MAGNESIA

- Popular in Quality and in Price
- Reliably Standard Preparation
- Exclusive Purifying Process

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
6 Dozen, 12½% 12 Dozen, 15%

THE McCAMBRIDGE & McCAMBRIDGE CO.
BALTIMORE 23, MARYLAND SOLE DISTRIBUTORS

Deaths

S. W. WILLIAMS

S. W. Williams, one of Raleigh's oldest pharmacists, died April 22 following a five-month illness. He was 75 years of age.

Mr. Williams was born in Angier. He attended the University of North Carolina, and following his graduation from the Medical College of Virginia, he opened a pharmacy at Concord. In 1904, Mr. Williams moved to Raleigh and established the S. W. Williams Pharmacy, which he operated for many years before becoming proprietor of the Capital Drug Company.

Although Mr. Williams retired from business about five years ago, during the war he served as a part-time pharmacist at the City Drug Company and at the Carolina Pharmacy in Raleigh.

ROBERT MARVIN BRAME, SR.

Robert Marvin Brame, Sr., of North Wilkesboro, died Tuesday, April 16, at the Wilkes Hospital following a major operation.

Mr. Brame was a graduate of Trinity College and was licensed as a pharmacist in 1901. Three years later—in 1904—he established the Brame Drug Company in North Wilkesboro, which he operated until his death.

Mr. Brame is survived by his wife; six daughters; three sons, two of them pharmacists: Robert M. Brame, Jr., of the Red Cross Pharmacy and Phillip A. Brame of the Brame Drug Company. One of his brothers, P. J. Brame, operates the Wilkes Drug Company, and another brother, W. A. Brame of Rocky Mount, is well known in Eastern North Carolina where he represented Sharpe & Dohme for many years.

McKay's Pharmacy Sold

J. W. McKay has sold McKay's Pharmacy in Hazelwood to Mrs. Charity Barefoot and R. F. Keenum of Canton. The new owners assumed charge April 29.

The new owners plan to install a new front to the store, remodel the interior and equip the place with modern lighting.

Mr. McKay is now in Florida on an extended vacation and fishing trip.

Pal Advertising
"NOTEWORTHY SUCCESS"
says A.N.P.A.!

Are we proud! And who wouldn't be if such experienced judges as the American Newspaper Publishers Association select yours as one of the TWO most outstanding drug product campaigns of the year! We accept their Blue Book Award of 1945 as final assurance that our "Invention Series" was all we thought it.

You undoubtedly saw many of the ads in that series and are seeing the larger ones of our current series (in thirteen papers in North Carolina alone!) and in leading national magazines!

Cash in on the powerful promotion of Pal—the different, better, modern blade . . . "The Blade it Pays to Push."

PAL *hollow-ground* **RAZOR BLADES**

SINGLE OR DOUBLE EDGE
PAL BLADE CO., INC. 595 Madison Avenue, N. Y. C.

New President of Woman's Auxiliary

Mrs. W. R. Adams, Angier, elected president of the Woman's Auxiliary at the Asheville meeting, April 15th, is well known to those members of the Auxiliary who have kept informed to the last two years' activities of the group. Mrs. Adams served as parliamentarian, and chairman of the Constitution Committee, who revised and brought up-to-date the constitution and by-laws of the Auxiliary.

Mrs. Adams came into the pharmaceutical family when she married Wilbur R. Adams in 1934. She attended her first convention in 1935 and has missed only one since that time—the 1938 meeting—due to the birth of her first daughter.

Mrs. Adams is capable, active, and very much interested in the work of the Auxiliary. We believe that these qualities will make her an outstanding leader.

Other officers elected at the Asheville meeting were: 1st vice-president, Mrs. L. C. Crouch, Asheville; 2nd vice-president, Mrs. H. C. Starling, Raleigh; secretary-treasurer, Mrs. I. O. Wilkerson, Greensboro; historian, Mrs. W. A. Gilliam, Winston-Salem; and parliamentarian, Mrs. T. Roy Burgiss, Sparta.

MRS. W. R. ADAMS, Angier

Resolutions

Resolutions presented by J. C. Jackson, Chairman of the Committee on Resolutions, and adopted by the Association are as follows:

(1) The N. C. P. A. go on record as favoring the earliest possible construction of a new Pharmacy Building.

(2) The N. C. P. A. officially extend its congratulations and appreciation to the officials of the T. M. A. with special commendation to J. Floyd Goodrich.

(3) The N. C. P. A. urge the repeal of Federal tax on medicinal alcohol.

(4) The N. C. P. A. endorse the objectives of the Good Health Association and pledge its full cooperation in furthering the progressive program upon which the organization is now working.

(5) The N. C. P. A. urge the State to appropriate sufficient additional revenue for the coming biennium to bring the University of North Carolina's salary schedule up to par with other institutions of equal rank.

(6) The N. C. P. A. urge Congress to discontinue the excise tax on cosmetics and toilet articles, and to replace such tax, if necessary for revenue purposes, with a tax at the source.

(7) The N. C. P. A. extend its appreciation to the State Director of Selective Service and to his associates for the fine spirit of cooperation extended to the Pharmacy Advisory Committee during the war emergency.

(8) The N. C. P. A. officially recognize and observe National First Aid Week by urging its members to install window dis-

(Continued on Page 176)

Prescription Balances Repaired

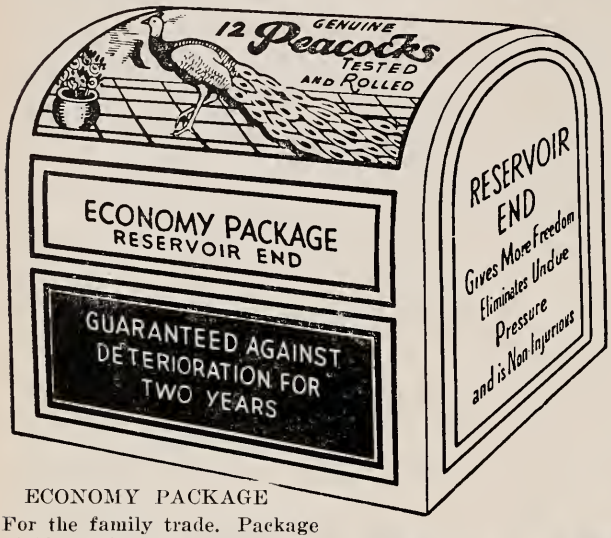
Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

PEACOCKS

Reservoir End Prophylactics



ECONOMY PACKAGE
For the family trade. Package of 12, retails for $1.

The Health Feature of Dean's Reservoir End Prophylactics

PLUS

The finest quality of rubber prophylactics it is possible to make--

Keeps Customers Coming Back to Your Store!

PACKAGE NO. 17
If you want 3's. Retails for 50c.

REDI-WET SKINS

Finest natural membranes, pre-moistened. Patented preservatives also eliminate deterioration in stock. Box of 3's in plastic capsules.

We hope to be in position soon to supply completely all demands for this popular item.

All Dean Prophylactics are sold through Drug Stores ONLY.

Call Your Wholesaler or Write

Dean Rubber Mfg. Co. North Kansas City, Missouri

Dean Headquarters in Your District, PARAMOUNT SALES CO., P.O. Box 477, Knoxville, Tenn.

Howell Hall Happenings

TOMMIE HOLDEN, *Reporter*

After four days of rest and play we are all back, hard at work with the new courses of Spring Quarter. The various organizations have already gotten underway with meetings and plans for the new quarter. Here's a little of what we've been doing:

A meeting of the Budget Committee of the School was called to order Tuesday afternoon, March 12th, by Allen Sinclair, President of the Student Body. The purpose of the meeting was to make plans for the Pharmacy Weekend to be held some time in May. Plans proposed by the committee will be presented to the Student Body and brought to a vote sometime in the near future.

On Wednesday evening, March 27th, the Kappa Psi Fraternity honored its president, Frank Stephens, with a farewell "stag" party for all members and pledges. Frank was a member of the March graduating class. Rudolph Hardy, an alumni member of the fraternity, was present at the party.

Friday, March 29th, the Phi Delta Chi Fraternity initiated into its membership the following students: Raymond Creekmore, Whiteville; Barney Feeney, Salisbury; Clifford Hemingway, Andrews, S. C.; Herbert McKeithan, Raeford; George Morgan, Clayton; and Melvin York, Reidsville.

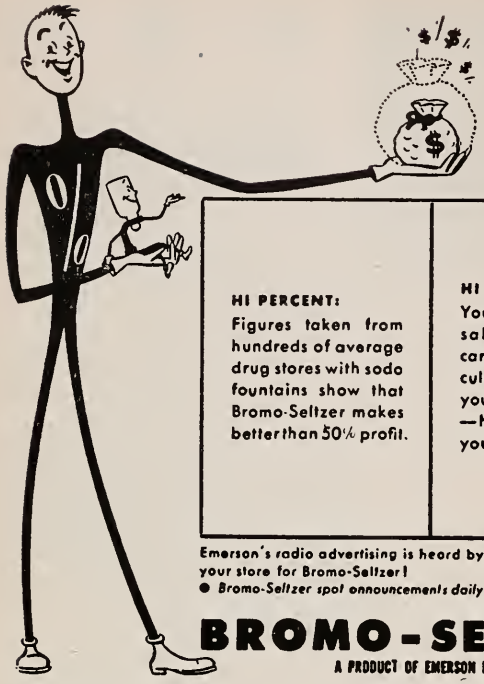
The seven pledges of Kappa Epsilon were glad to see Monday, April 1st, come to a close. It was a day of lab coats, no make-up, K E lettered foreheads, and speeches to and errands for the members of the faculty. Monday evening formal initiation ceremonies were held for the following: Sybil Austin, Hatteras; Evelyn Blanchard, Wallace; Peggy Ann Costner, Lincolnton; Mary Harris, Newbern, Tenn.; Ellen Macon, Mount Airy; Maryellen Milloway, Burlington; and Jean Synder, Hagerstown, Md. Each new initiate was presented with a corsage of red roses, the flowers of the sorority. After the ceremonies, the members enjoyed refreshments of ice cream and cake served by Betty Hanna and Florence Lee.

Kappa Epsilon was sorry to lose one of its members this past quarter—Travis Hunt, who was a member of the March graduating class. We are proud to announce that our membership has increased to the largest in our history and also that we have achieved the highest scholastic average yet to be achieved by the chapter.

The Kappa Psi Fraternity held a meeting Monday evening, April 1st. At this time Charl Sanders, Vice-Regent of the fraternity, was elected to the office of Regent. Dave Claytor was elected Viee-Regent.

The fraternity welcomes back an old member of 1941-43, B. M. Burrus of Canton. Brainard has just returned to Carolina after serving two years in the Army Groundforces. On March 12th and 13th the Kappa Psi's were honored with a visit from the National Secretary, of the fraternity, Ray S. Kelley from the Massachusetts College of Pharmacy.

The Pharmacy Senate held a regular meeting Tuesday evening, April 2nd, with Dave Claytor presiding as chairman. The program for the evening consisted of inaugural speeches by two new members: "Atomic Power in Medicine" by Doris Bizzell, Greenville.



Here are sales facts from HI PERCENT. Profit-pointers that help pay rent... To double your money, here's all you do: Put Bromo-Seltzer to work for you!

HI PERCENT:
Figures taken from hundreds of average drug stores with soda fountains show that Bromo-Seltzer makes better than 50% profit.

HI PERCENT:
Your Bromo-Seltzer salesman always carries a Profit-Calculator. He can tell you when you order —how much profit you'll make.

HI PERCENT:
Here are two important ways to build your profits on Bromo-Seltzer:

1. Keep the Bromo-Seltzer dispenser clean and displayed on back bar of your fountain.
2. Display quantities of at least 3 sizes of Bromo-Seltzer with price tickets on your drug counters.

Emerson's radio advertising is heard by millions of families day after day. It brings customers into your store for Bromo-Seltzer!
● *Vox Pop every Monday night on CBS Coast-to-Coast.*
● *Bromo-Seltzer spot announcements daily on more than 200 stations including the full Keystone network.*

BROMO-SELTZER
A PRODUCT OF EMERSON DRUG COMPANY SINCE 1887

FIGHTS HEADACHES 3 WAYS

The Seeman Printery, Inc.

Where Good *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION AND PROMPTNESS

Printers in Durham, N. C., Since 1885

SERVICE RECORDS

SAMUEL W. McFALLS

After enlisting in the Army, June 6, 1942, Sam was sent to Edgewood Arsenal, Maryland for his basic training. After receiving his commission he was transferred to the Air Force. He served as Air Chemical Officer in Miami, Florida, and Boston, Mass. He was then sent overseas to the Far East. He served with the 2nd Air Commandos in Burma, and was later transferred to Chennault's 14th A. F. in China. Most of his work consisted in making, fuzing, and arming fire bombs.

Sam made an excellent record while in service. Not only did he attain the rank of Major before he received his discharge March 6, 1946, but he acquired a lovely wife while stationed in Boston. They are making their home in Greensboro, where Sam is associated with Wilkerson-McFalls Drug Company.

HENRY WILSON GREENE

Henry is back at his prescription desk in Toms Drug Store, Wilmington, after approximately 2 1/2 years in service. He served in the Medical Corps, being stationed at the Camp Kilmer Station Hospital as pharmacist, before being assigned to the 873rd Medical Hospital Ship Platoon in the same capacity. During this assignment, he received promotions which gave him the rating of T/3. He was then stationed at the Camp Stoneman Station Hospital, before being assigned to S. S. Cape Neddick which served in the Pacific. He was ship's pharmacist and medical supply sergeant.

He received his discharge (points) February 15, 1946.

ROSCOE LANGDON

After entering the Army, January 22, 1941, Roscoe served as Sergeant in the Station Hospital Pharmacy, Fort Jackson, S. C. He was released to the Enlisted Reserve Corps in October, 1941, and after a respite of three months, he was recalled to active duty, returning to Fort Jackson as Sgt. and continuing the same duty. He arrived at OCS in August, 1942 and after receiving his commission was assigned to the 115th Station Hospital at Fort Devens, Mass., as supply officer. He was promoted to 1st Lt. in June, 1943. He was sent overseas a month later, serving 22 months in England. He was promoted to Captain in February, 1945. He was moved to France for three months, and then proceeded to Augsburg, Germany, where he spent four months. On Thanksgiving Day, he was ordered to the 60th Field Hospital, Ingoldstadt, Germany, with principal duty as Adjutant. This unit was reactivated with 10% overstrength for the purpose of returning to the U. S. Five days after returning to the U. S., he was separated from service, January 23, 1946, at the Separation Center at Fort Dix, N. J. On April 26, 1946, he became a Captain in the Pharmacy Corps as a Reserve Officer.

IRVING NORTON ADELSON

Mr. Adelson, who is now living in Santa Fe, New Mexico, is a registered pharmacist of North Carolina. Since we have his service record in calendar form, we are presenting it in that way, since we feel it is interestingly done.

8 June '42. Volunteered. Ft. Dix, N. J. Rec. Center, 2nd Service Command.

22 June '42. Med. Det. 304 Inf.—76 Div. Basic. Ft. Meade, Md.

1 Sept. '42. Pfc. Same organization.

26 Sept. '42. Cpl. Same organization. Asst. Section Leader, Med. N. Co.

16 Oct. '42. Cadre organized. Med. Det. 397 Inf. 100 Div. Ft. Jackson, S. C.

15 March '43. Tec. 4. Surgical Technician. Taught 1st Aid. Administered hy-

He is YOUR Detail Man, Too!

Selling your prescription department

WHEN the Massengill representative calls on physicians in your community, he is selling you and your store just as much as he is selling Massengill and its products. He takes an interest in helping to assure you a satisfactory return on your time, training and investment —a profit commensurate with your professional and business standards.

Constantly working for Massengill and for you is a program of effective advertising, direct-by-mail and in leading medical journals, backed by the service of your Massengill representative. Every prescription is the result of intensive promotion done on your behalf.

Boost your sales by maintaining adequate stocks of Massengill products. Don't be "caught short" on any of these fast-moving R_x items.

Massengill Products Have The Quality That Makes Them Profitable

SEMCO

THE S. E. MASSENGILL COMPANY

BRISTOL, TENN.-VA.

NEW YORK • SAN FRANCISCO • KANSAS CITY

pos, operated regimental dispensary pharmacy; taught sanitation, etc. Cared for med. needs of 3,000 men.

13 Sept. '43. Same duties.

14 Nov. '43. 2nd Army maneuvers, Tennessee.

12 Jan. '44. Returned from maneuvers to Fort Bragg, N. C.

21 June '44. Took N. C. Board examinations in Pharmacy.

6 Oct. '44. Sailed from N. Y. Port of Embarkation.

24 Oct. '44. Landed in Marseille, France.

27 Dec. '44. Received N. C. license in Foxhole near Bitcheweiler, France (Soar Valley).

15 March '45. Transferred to 38th Station Hospital (Surgical ward master and Technician).

22 Jan. '46. Sailed from Le Havre.

3 Feb. '46. Arrived in New York.

8 Feb. '46. Discharged, Ft. Dix, N. J.

GEORGE HESTON EDMONDS

After entering service in April of 1943, Mr. Edmonds was sent to Greensboro where he took his Air Corps basic. Was then sent to Drew Field, Tampa, Florida in July, 1943 where he was assigned to the Regional Hospital as a pharmacist. He remained there until October, 1945 at which time he was put into the 414th Fighter Group as a pharmacist. He remained in this outfit, being stationed at Goldsboro, Detroit, Wilmington, as well as serving at Iwo Jima and the Philippine Islands, before returning for discharge, February of 1946.

CHARLES CLISBY OATES, JR.

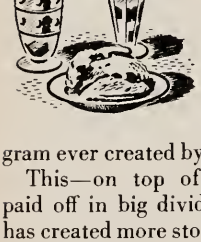
After entering service July, 1941 and receiving besic training (Med. Dept.) at Camp Lee, Virginia, Mr. Oates was assigned to the 54th Med. Bn. at Camp Edwards, Mass. He was then transferred to 2nd Brigate, Eng. Amphibious Command, Camp Edwards. Promoted Staff Sgt. September 1, 1942; entered CWS-OCS October, 1942, receiving his commission January 23, 1943. He was platoon commander 829th Cml Company, Air Operations; was then transferred to Incendiary Section Commander, 771st Cml Depot Company, Aviation. He was promoted to 1st Lt. in February, 1944; was sent overseas two months later, serving in the India-Burma Theatre with the 771st Cml Company, participating in the India-Burma and Central Burma Campaigns. He was returned to the U. S. December, 1945, and received his discharge March 20, 1946, after being promoted to Captain.

CONVENTION HIGHLIGHTS

(Continued from Page 143)

The elevator girl at the Vanderbilt who uttered the malaprop "flung" for *fling*. . . . The lamentations of Messrs. McPherrin, Toohy and Bohan upon the passing of all the hospitable functions of the old hostelry of Grove Park Inn and its metamorphosis into a forty-second street night spot without the saving graces of Chelsea; the absence of the one-time Huguenot greetings, replaced by the perfunctory welcome of Judah gone commercially rampant. . . . Marsha Hood, commuting from Indiana to Kinston to Asheville. . . . T. J. Ham, Jr. and his enthusiasm for a N. C. P. A. Headquarters Building. . . . The utter sincerity in the invitations issued by T. M. A.'s Morris and Goodrich. . . . The ghost voices piped into the loudspeaker: "Paging Mr. Theodore Roosevelt; paging Mr. Woodrow Wilson," with the tell-tale snicker as a curlicue, and causing Dr. Suttlemyre to wonder if he would be interrupted by a voice calling for Daniel Boone or Abraham Lincoln. . . . The good job done with publicity by Johnny Moorhead of the N. C. P. A. Public Relations staff. . . . The well-prepared displays of the Association's work and activities. . . . The brassy blatancy of Willie Crisp's Orchestra and the husky Francine-like voice of his dusky vocalist. . . . Dean Hudson's testing of the microphone before his dance, looking for leaks that might catch the ear of Petrillo. . . . Lunch with Harmon McAllister spiced with pleasant conversation anent his young son's interest in "ham" radio. . . . The dreary aftermath of farewells in the Vanderbilt lobby Wednesday morning where it seemed as dead as yesterday's newspaper. . . . To say good-bye may be "to die a little" but the depression of farewell gives way to planning for next year's meet. . . . We'll see you there!

The Sealtest Plan for 1946



Before— and during the war—Sealtest Ice Cream Dealers were backed by the strongest advertising and Dealer Service program ever created by an ice cream company.

This—on top of Sealtest *quality*—has paid off in big dividends to the Dealer. It has created more store traffic—more sales—more profit—than any other line of merchandise he sells.

The Sealtest Plan for 1946 goes beyond anything ever devised even by Sealtest to build sales and goodwill for its dealers.

It includes one of the top-ranking radio shows of America—the Sealtest Village Store Program, starring Jack Haley and Eve Arden—a program reaching upwards of 20 million listeners each week.

It includes spectacular store and window displays—store identifications—and a veritable host of merchandising aids.

It includes newspaper advertising in your own newspapers on those famous Sealtest Flavor-of-the-Month promotions—and national magazine advertising to build prestige for Sealtest Dealers.

Last—but of first importance—it includes Sealtest *Quality* . . . a never-failing top quality that has made Sealtest the largest selling ice cream in America.

If you're not now a Southern Dairies Sealtest Dealer, ask us for details.

Southern Dairies

NATIONAL DAIRY PRODUCTS CORP. Sealtest

Sealtest ICE CREAM

Division of National Dairy Products Corporation

Join the fun in the Sealtest Village Store, starring Jack Haley, Thursdays, 9:30 P.M., NBC Network

HOW TO MAKE YOUR STORE DIABETIC HEADQUARTERS

(Continued from Page 145)

most tolerable of serious diseases. It cannot be cured but is can be controlled. The Diabetic seldom has to consult his or her physician but is dependent on his Pharmacist for advice, on latest developments in Insulin, in Diabetic foods and in the use of equipment. I assure you that the Diabetic will become your friend and best customer if you have the knowledge and do help him in his affliction. Incidentally, you have only been in a position to render this great service for about the last twenty years—a service, that before that time, could not have been purchased with all the money in the world. Believe me, it is a much better service to render than being an expert on My Lady's Face Powder or her husband's favorite brand of cigars.

Next, you should know how many people in your community; how many of your customers; have Diabetes. Let us ask the question—How many people in the United States have Diabetes and how many people in your community are afflicted with or will develop Diabetes?

Research has shown that over Two Million people in the United States are Diabetics. Research has shown that this averages about 2% in your community—2% of your customers. However, even after you know this, it is not easy to get to these people, to gain their confidence and ultimately to get their business. You cannot tell a Diabetic on sight. Let me digress a minute; I have a friend with whom I have associated for some time. I never knew he had Diabetes until one day on the way to play golf, he picked up a Diabetic outfit from the seat of my car and started to examine it. He finally asked me if I could obtain one for him. The Diabetic is not an invalid and usually wears a mask. He becomes an introvert and goes to some length to conceal the fact that he has this malady. It is sad, but true, that the Diabetic feels there is a stigma attached to the user of a Hypodermic Syringe and Needle. This idea probably arises from the fact that the drug habit is connected with the use of the Syringe and Needle. The Diabetic is almost sure to be, especially in the early stages, furtive and ill at ease about discussing his affliction and the purchase of supplies, with your clerks. Unless you make it easy for him to do so, he will probably not even purchase supplies or discuss his trouble with you. Diabetics have been known to drive several miles, even to another town, to purchase supplies from strangers. However, if you can gain his confidence, he will become your friend and best customer. What may be more important, if you help the Diabetic, his entire family will become your customers. The type of customers who will walk right by cut prices, to your store.

A fair question you could now ask is—since the Diabetic does wear a mask, is an introvert and does look normal, how can I tell that he is a Diabetic? How can I get his confidence? How can I reach him? You can do all these things by setting up a Diabetic Department in your store. By reaching out a helping hand to the Diabetic. By asking for his confidence. To do this you must display a sign saying, "Diabetic Headquarters." Near the sign the latest in Diabetic food and equipment must be displayed. The Diabetic, experience has shown, is irresistibly drawn to a display of this kind. When one of your customers approaches the display or shows interest in the items on display, your clerk, or if possible, you personally, should approach the customer and discuss the items. It is well to mention some recent advance in Diabetic food or equipment. I am sure, at this point, you will soon find out whether or not the customer is a Diabetic, or has a Diabetic in his or her family. Your display does what has been done to combat Venereal disease; it brings the fact that many people do need and use such food and equipment out into the open. The free display of needles, syringes, etc., in a reputable place of business takes the stigma of purchase and use away at once.

The last question, but probably the most important is—What is the character of and what is the extent of the special needs of a Diabetic to maintain health?

The Diabetic needs the following:

Insulin in all potencies

Equipment:

- Urine test outfits
- Test tubes
- Empty glass bottles (for urine)
- Alcohol lamps
- Food scales
- Concentrated heat equipment
- Absorbent cotton
- Basins
- Hypodermic syringes for regular and Protamine Zinc insulin. (Short type), (Long type)
- Hypodermic needles, 26 gauge and 25 gauge in 3/8", 1/2", and 5/8" length, regular type; also the special security type with the safety bead on the cannula. The most popular size is 26 gauge 1/2".
- Hypodermic kits and carrying cases
- Devices such as the B-D Busher Automatic Injector
- Sterilizers
- Hot-water bottle (in case of coma)
- Diabetic carrying kits

Drugs:

- Analysis solutions (Benedict's) (Fehlings) (Haines)
- Hexamethylenamine
- Saccharin
- *Sodium Biphosphate
- Nitrazine test
- Ethyl alcohol (or iso-propyl alcohol)
- Litmus paper
- *Scarlet red tincture.
- Lanolin

Diabetic foods:

- *Prepared foods.
- *Sugarless candies and preserves.
- *Vitamin products

You must have a knowledge of the disease of Diabetes, a knowledge of dietetics, food content and the importance of certain vitamins. A knowledge of hypodermic equipment, proper size of needles and syringes. Knowledge of scales on syringes and their relation to insulin potency. Information as to the care of syringes and needles. Sterilization requirements. Knowledge of hypodermic technique, knowledge of common faults that a lay user generally exhibits with equipment. Knowledge of diabetic complications, with the treatment and drugs necessary.

* These items should be supplied only upon instructions of the attending physician.

Since the Diabetic, after he gains confidence, visits his Doctor at infrequent intervals, you are in a position to advise him on the latest developments in Insulin, in Foods and other equipment.

Diabetics are excellent customers. He or she spends over $100.00 a year on Diabetic supplies alone. Life Insurance research has shown that his expectancy of life is longer than the average. He becomes your friend and depends heavily on you. He is sure to insist that his family trade with you and will recommend you to his friends.

In closing, I wish to assure you that if you do learn thoroughly the answers to the questions I have asked today, you not only will build up a very profitable business that is not open to competition, but will be rendering a fine service to your community.

RESOLUTIONS

(Continued from Page 167)

plays, sponsoring newspaper ads and by distributing first aid pamphlets.

(9) A rising vote of thanks to President Wade A. Gilliam and his co-workers for the splendid way in which the Association has been operated during the past two years.

(10) The N. C. P. A. express its thanks to the members of the Public Relations Committee for the time and effort they have spent in carrying on this work which has meant so much to the profession.

(11) The N. C. P. A. express its appreciation of the services to pharmacy by The Woman's Auxiliary and The Traveling Men's Auxiliary.

(12) The N. C. P. A. give a rising vote of thanks to the members of The Pharmacy for Victory Committee for their patriotic work.

(13) The N. C. P. A. endorse the work being done by Mr. and Mrs. W. J. Smith and offer continued support to them in the years ahead.

(14) The N. C. P. A. express to The Dr. T. C. Smith Company, Southern Dairies of Asheville, Biltmore Dairies, Lance, Inc., The Coca-Cola Company, to the speakers, committee members and all contributors of merchandise and cash, its thanks and appreciation for their assistance in making the Sixty-Sixth Annual Convention an outstanding and profitable one.

More and more druggists are saying: **"I sell One-A-Day (Brand) Vitamins because they are the most extensively advertised; easiest to sell; more profitable!"**

● Yes, druggists all over the nation feature and push the line *that is doing the most for them*—the line which is doing the biggest amount of advertising and the most successful Vitamin-selling job: "One-A-Day!" Smart merchandising? Yes it is, because their efforts show up big in volume, big in profits . . . Why don't you, too, join these progressive druggists and put concentrated selling effort on One-A-Day (Brand) Vitamins?

7 Network Radio Programs, National Magazines, Car Cards and Displays deliver more than 11,000 sales messages every week, 52 times a year!

MILES *Laboratories,* INC. *Makers of* ALKA-SELTZER · NERVINE · ANTI-PAIN PILLS (Established Over 50 Years) ELKHART, INDIANA

WE ARE AS NEAR AS
YOUR TELEPHONE

We answer telephone with pencil in our hands

WEEKDAY CALLS LD904
NIGHTS AND SUNDAY 2-3101

"THE HOUSE OF FRIENDLY AND DEPENDABLE SERVICE"

W. H. KING DRUG COMPANY
Wholesale Druggist
RALEIGH, N. C.
MAKERS OF PAGE'S *CRU-MO*

The Carolina
JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

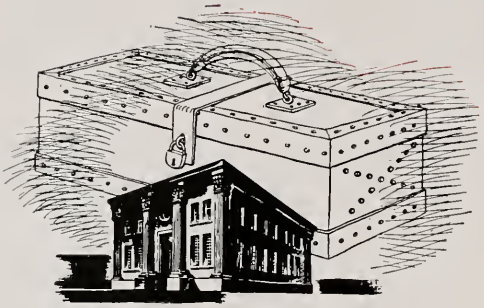
Mrs. Stanley Pierce, left, of Rocky Mount, is shown chatting with Mrs. Gamble Bowers of Richmond, Va. Mrs. Pierce is a sister of Kay Kyser; her mother was the first registered woman pharmacist in North Carolina.

May, 1946

lume XXVII Number 5

PRESCRIPTION SERVICE FOR ELIGIBLE WAR VETS

Recapitalization



Lack of a sound financial foundation is a primary cause of business failures. Inefficient, hand-to-mouth methods of business operation lead only to frustration and loss. With each day bringing new developments, it is essential that pharmacists have funds readily available to take full advantage of profitable opportunities.

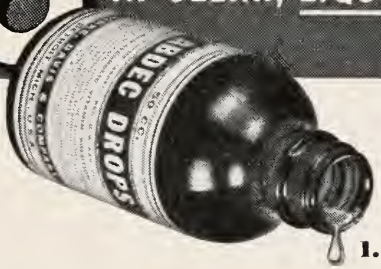
Credit is always available to the skillful manager. An important phase of management is judicious buying. In the prescription department it is especially important to keep inventories controlled and stocks well balanced. Losses from spoilage and antiquation are avoided, and capital is kept free for investment in salable stock. Your service wholesaler is best prepared to serve you quickly and economically. Specify Lilly Pharmaceuticals and Biologicals as you need them from your friendly service wholesaler.

Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U. S. A.

Abdec DROPS

8 IMPORTANT VITAMINS IN CLEAR, LIQUID FORM



FAT-SOLUBLE AND WATER-SOLUBLE VITAMINS IN ONE, STABLE NON-ALCOHOLIC SOLUTION

The average daily dose (0.6 cc.) of ABDEC Drops contains:

1. **VITAMIN A** 5000 U. S. P. units
2. **VITAMIN D** 1000 U. S. P units
3. **VITAMIN B_1** (Thiamine Hydrochloride) 1 mg.
4. **VITAMIN B_2** (Riboflavin) 0.4 mg.
5. **VITAMIN B_6** (Pyridoxine Hydrochloride) 1 mg.
6. **PANTOTHENIC ACID** (as the sadium salt) 2 mg.
7. **NICOTINAMIDE** 5 mg.
8. **VITAMIN C** (Ascorbic Acid) 50 mg.

For the first time Parke-Davis is offering to the medical profession Abdec Drops — a truly comprehensive *liquid* multivitamin preparation containing the same eight vitamins found in Abdec Kapseals. Physicians are discovering Abdec Drops highly useful for treatment of selected dietary difficulties in infants, older children, adults and geriatric patients.

Abdec Drops—clear, stable non-alcoholic solution of eight important vitamins — may be added to foods without appreciably altering taste or appearance. The liquid is readily miscible with milk, fruit juices, soups, and cooked or precooked cereals. Your stocks should be adequate to meet prescription demand.

Supplied in 15-cc. and 50-cc. bottles with special dropper calibrated for 0.3 cc. (infant) and 0.6 cc. (older child) doses.

Abdec DROPS

PARKE, DAVIS & COMPANY

DETROIT 32 • MICHIGAN

The New St. Joseph Aspirin Ready Packed Assortment No. 100

Attractive self-selling counter display container size 4" x 4" x 8". Designed to give you point-of-sale tie-in with Plough's St. Joseph Aspirin National Advertising featuring, "Buy the 100s at 35c and you get almost 3 tablets for only 1 cent."

Contains 12 St. Joseph Aspirin 100s, 35c, for $2.80, with 2 packages free. Total 14 packages. Through wholesalers only.

Norwich Sun Tan Lotion, The Norwich Pharmacal Company's attractively packaged sun-screen preparation, is again available to the trade after a difficult period of manufacturing restrictions imposed by wartime shortages.

This popular lotion is greaseless, and contains glyceral aminobenzoate, benzocaine, and alcohol in a water soluble base. It is pleasantly perfumed with a pine scent.

Benadryl

Composition: A synthetic chemical compound, B-dimethylaminoethyl benzhydryl ether hydrochloride, exhibiting antihistamine action.

Uses: As an antiallergic and antispasmodic.

How Supplied: "Benadryl Kapseals," 50 mg., in bottles of 100 and 1000. "Benadryl Elixir," (10 mg. Benadryl in each teasponful), in 16 oz., and 1-gallon bottles.

Manufacturer: Parke, Davis & Company, Detroit 32, Michigan.

Abdec Drops

Composition: A stable, aqueous multivitamin liquid, each 0.6 cc. containing vitamin A, 5000 units; vitamin D, 1000 units; B_1, 1 mg.; vitamin B_2, 0.4 mg.; vitamin B_6, 1 mg.; pantothenic acid (as sodium salt), 2 mg.; nicotinamide, 5 mg.; vitamin C, 50 mg.

Uses: Prevention and treatment of vitamin deficiencies. Particularly useful as a supplement in infant feeding.

How Supplied: "Abdec Drops" in 15-cc. and 50-cc. bottles. Bottles equipped with specially calibrated droppers adjusted to deliver 0.3 cc. or 0.6 cc.

Manufacturer: Parke, Davis & Company, Detroit 32, Michigan.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

Duke Tops Drive

O. G. Duke, Johnson & Johnson representative in Eastern North Carolina, secured the largest number of new T.M.A. members during the past year, according to an announcement by J. Floyd Goodrich, Secretary-Treasurer of the organization. P. C. Day of Charlotte was second high man in the membership campaign.

At the latest count, the T.M.A. had 258 paid members enrolled for the year, which makes it the largest in the organization's history.

Getting Around

May 1 and 2, District Rotary Conference in Herring, Illinois. May 5, 6 and 7, Syracuse, New York. May 10 and 11, Pinehurst, N. C.

May 12, 13 and 14, District Rotary Conference in Elizabeth City. May 23 and 24, Annual Rotary Convention, Wrightsville Beach.

May 26-31, International Assembly at Swampscott, Mass. June 2-7, International Rotary Convention, Atlantic City, N. J.

The above notations represent speaking engagements of Thomas R. Hood, pharmacist-rotarian-magician extraordinary. And between trips, Tom operates a drug store in Florida!

Some Interesting Figures

One hundred average men start their productive life at the age of 25. At the age of 65 one is wealthy; 4 are well-to-do; 54 are not self-supporting; 36 have died. At the age of 75, 33 out of 100 are still living, and of these, 3 are entirely self-supporting and 30 are dependent.

Births

Mr. and Mrs. E. H. Hemmle of Atlanta, Georgia, announce the birth of a son, Edward Victor, on May 6th. The young man, weight 7 lbs., 5¾ ozs., is already being groomed to take over dad's job with Colgate-Palmolive-Peet Company. The Hemmle's are well known in the State, particularly Charlotte, where they resided for a number of years.

Deaths

ERNEST G. BOYSWORTH

We have just learned of the death of E. G. Boysworth, who died at Farmville, Virginia, March 8th. Burial was at Norwood, N. C.

Mr. Boysworth was a graduate of the School of Pharmacy, University of North Carolina. Prior to accepting a position as pharmacist in Farmville, he was in the drug business in Warsaw.

MARVIN E. DIZOR

Funeral services for Marvin E. Dizor of Raleigh were held May 17th from the Mitchell Funeral Home Chapel. Mr. Dizor was licensed as a pharmacist in 1917 and had operated the Pine Drug Company, Raleigh, for several years.

A Tribute

Among the many who were shocked and grieved at the passing of Dean Beard, I have a feeling that mine was a singular loss. Having known and loved him for forty-six years, his going leaves a poignant void.

Seeing him all too infrequently, I recall that when we did meet through the years, privately or in public, relaxed, or under stress and strain, one never heard him use a word or phrase which were better left unsaid. On the other hand, I never met him, whether for a few moments or a few hours, that the always friendly contact did not leave me refreshed and newly inspired.

What a priceless friend to lose, even for a short while. May his tribe increase!

Sincerely,
Ben S. Barnes, Kinston.

Zemacol Display

The Norwich Pharmacal Company is distributing its 1946 window display on Zemacol, the medicated skin lotion. The display, done in green and white basic colors, is the work of a well-known commercial artist, and has been adjudged by advertising experts as being one of the finest pieces of child subject art in recent years. The Norwich Pharmacal Company continues its campaign in trade publications and nationally known magazines on Zemacol.

President Daniel Symposium Speaker

The President of the North Carolina Pharmaceutical Association, Mr. E. C. Daniel of Zebulon, was one of the speakers at the 44th annual convention of the N. C. Merchants Association, held at Wrightsville Beach, June 10-11.

Mr. Daniel represented and spoke for the druggists of the State at a "Symposium on Merchants' Problems" at which time outstanding retailers of North Carolina discussed postwar problems affecting their particular lines of business.

The Raleigh Woman's Drug Club

The May meeting of the Raleigh Woman's Drug Club was held at the Woman's Club with Mrs. William Burwell, Mrs. B. F. Page, Mrs. R. W. Hunter, Mrs. R. I. Cromley, and Miss Mary Closs Spell serving as hostesses.

At the business meeting at which Miss Spell, president, presided, final reports were heard from the following officers and committee chairmen: Mrs. R. W. Hunter, Ways and Means; Mrs. R. I. Cromley, Treasurer; Mrs. J. D. Smith, Membership; and Mrs. H. C. Starling, Entertainment.

Officers to serve for the coming year were elected as follows: Mrs. M. B. Melvin, president; Mrs. Kenneth Keith, Vice-President; Mrs. Kenneth Franklin, Treasurer; Miss Evelyn Newsom, Secretary; Mrs. T. E. Pittman, Reporter. Outgoing officers, as well as the incoming ones, were presented corsages by the hostesses.

Several games of bingo were enjoyed, after which the hostesses served ice cream, cake, nuts, and coffee.

Early Closing Instituted

Drug stores of Varina and Fuquay Springs have adopted a 1 P.M. Wednesday closing plan for the summer months. Doctors in the two towns are observing the same half-day holiday, which will remain in effect until Aug. 28th.

INSURANCE TO VALUE

Rapidly increasing costs, higher values and more merchandise make it necessary for everyone to review his insurance coverage. More fire insurance will be needed in most cases. Be sure to get it.

Adequate insurance to value is important and should not be neglected. Place the needed additional insurance with the Druggists' Own Company for your better protection at a saving in cost.

THE AMERICAN DRUGGISTS' FIRE INS. CO.
CINCINNATI 2 OHIO

OUR STATE AGENTS

E. F. Rimmer
Box 377
Sanford, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

The Asheville Drug Club Auxiliary

At a meeting of the Asheville Drug Club Auxiliary at the home of the president, Mrs. Lloyd Jarrett, the main business of the meeting was the election of officers. The reorganization of the Asheville unit was held in February, just prior to the annual convention. After the opening of the meeting with a prayer by Mrs. L. G. Crouch, the group immediately turned to the work at hand. Mrs. Beaman Pinner was elected vice-president of the group; Mrs. H. L. Bishop, secretary-treasurer; Mrs. Maurice Cable, corresponding secretary and reporter.

Plans were made for the next meeting in the form of a luncheon to be held June 7th.

A social hour followed the business session. Mrs. Conrad McGee presided at the punch table.

Notice of Public Hearing

In accordance with provisions of the General Statutes of North Carolina, 1943, Chapter 106, Article 26, Section 253, and Article 12, Sections 128 and 139, a public hearing will be held in the Board Room of the Agriculture Building, Raleigh, on June 14, 1946 at 10:30 A.M. for the purpose of reviewing and establishing definitions and standards for all manufactured dairy products, *including milk shakes.*

All interested persons are invited to be present. Evidence secured from this hearing will be presented to the State Board of Agriculture as a basis for definitions and standards.

W. Kerr Scott.

Kelly Announces Committee Appointments

Committees for the newly organized Durham Drug Club have been selected by Hunter L. Kelly, president, for the new year. The club's reorganization meeting was held recently and plans provide for monthly sessions of the membership.

The committee appointments are:

Board of Governors, D. L. Boone, Ralph P. Rogers, I. T. Reamer, Germain Bernard, E. S. Swindell, S. O. Brewer, J. B. Threatt.

Program, I. T. Reamer, chairman, D. L. Boone, Jr., A. E. Mill.

Membership, F. J. Hunnicutt, chairman, F. A. Stovall, S. O. Brewer, Jr.

By-Laws, D. L. Boone, chairman, A. H. McDonald, E. S. Swindell.

Publicity, J. B. Threatt, chairman, John Moorhead, Leroy Sparks.

Ways and Means, Ralph P. Rogers, chairman, S. O. Brewer, Germain Bernard.

Convalescence and Welfare, C. T. Byerly, chairman, Gertie Garrard, G. D. Booth.

Patient: "Well, doc, since we went to school together and have been pals for a long time, you needn't send me a bill. I've remembered you in my will."

Doc.: "Fine, pal. By the way, let me see that prescription I just wrote for you."

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

OWENS & MINOR DRUG CO.

INCORPORATED

Richmond, Virginia

Selling Agents

In North Carolina and Virginia

For Grand Rapids Store Equipment Co.

Drug Store Division

"EYE-LINE System" of self-selection equipment, show cases, soda booths, Rx Department assemblies and sectional systems. The outstanding line of drug store equipment in America.

Orders taken now for delivery within 12 months.

Ask our salesmen

Owens & Minor Drug Co.

Incorporated

1000 E. Cary St. Richmond, Virginia

"Who Have Been Good Drug Wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXVII — MAY, 1946 — No. 5

R_x Service for Eligible War Vets

Plans to make prescription service by private pharmacies available on a "home town" basis, comparable to the state-wide medical contract now in effect in this State, were considered at a joint meeting of the Association's Committee on Veterans Affairs and the N. C. P. A. Executive Committee in Durham, May 30th. W. Paul Briggs, director of VA's pharmacy service, attended the meeting.

The new program provides that prescription service and sick-room supplies may be furnished to eligible veterans through their neighborhood pharmacy. Like the medical contract, the arrangement with pharmacists will apply only to veterans with service-connected disabilities.

Formerly, doctors employed by VA on a fee basis mailed the prescription to the nearest VA dispensary, which filled it and sent the medicine back to the veteran by mail. In a few isolated cases, VA had contracts with pharmacists for such service outside of VA establishments.

The program, as developed by VA in consultation with representatives of the American Pharmaceutical Association and the National Association of Retail Druggists, becomes effective after the agreement has been signed by authorized representatives of the N. C. P. A. and such individual members who desire to participate.

Pharmacists qualifying under the agreement will fill authorized prescriptions and submit to the Association monthly a true copy of each prescription for which claim for payment is made. The Association, in turn, bills VA for the total amount of pharmaceutical services rendered, following which payment is made to the individual pharmacies. A schedule of prescription prices is included as part of the agreement.

The agreement as submitted to the joint group on May 30th provided that "The Association will perform its functions under this agreement without cost to the Veterans' Administration." Since proper handling of the various functions of the agreement will entail considerable expense, and perhaps require the addition of another employee to the Association's payroll, the group voted to amend this section as follows: "The Association will perform its functions under this agreement at actual cost of administration not to exceed 7% of the total cost of prescriptions and medical requisites for which payment is made by the Veterans' Administration."

Inasmuch as VA is paying as high as 8% to various organizations to handle the medical contracts, it was felt the Association was justified in expecting similar treatment for its own group.

The amended contract has been forwarded to Washington. In the event of acceptance, detailed information will be sent to all members of the N. C. P. A.

Pitt County Druggists Meet

Twenty-three representatives from Pitt County's 12 drug stores met in Greenville on May 1st, at Respess Barbecue Stand, for an informal business session. The meeting was in charge of S. M. Edwards of Ayden, who acted as toastmaster.

J. C. Jackson, a member of the N. C. State Board of Health, spoke briefly on certain sanitary requirements as relates to the operation of a soda fountain. An outline of the Association's objectives for the year was presented by N. C. P. A. Secretary, W. J. Smith.

The group considered the formation of a Pitt County Drug Club, but decided to defer action until after plans for the "District Associations" are announced by the state organization.

$526 Added to Auxiliary Fund

Following action taken at the convention meeting of the Woman's Auxiliary at Asheville, the committee which was appointed to effect the transfer of money from the Auxiliary Student Loan Fund to the Scholarship Fund at the School of Pharmacy, University of North Carolina, held a luncheon meeting at the Carolina Inn, Chapel Hill, May 22nd. Mrs. J. C. Jackson, immediate past president, and Mrs. W. R. Adams, president, were guests.

After discussion of the matter, the following letter to the University was formulated:

University of North Carolina
Chapel Hill, N. C.

Gentlemen:

The Woman's Auxiliary of the North Carolina Pharmaceutical Association has for several years maintained and contributed to a loan fund for the use of students enrolled in the School of Pharmacy.

At a statewide meeting of this organization in April, it was unanimously voted that this loan fund be transferred to a scholarship fund—the money to be invested and the interest used to pay a scholarship for a student in the School of Pharmacy. Please consider this a request that the change be made.

We understand that the amount at this time will pay approximately one $85 tuition scholarship. It is the desire of the Woman's Auxiliary that as the principal sum increases, earning a larger amount of interest, that the scholarship be increased to pay tuition plus some other expenses of the student. It is hoped that at a future date the principal will be large enough to maintain more than one scholarship, through the addition of funds to the principal sum.

The awarding of the scholarship will be made by the Dean of the School of Pharmacy. An entering student will not be excluded from the use of it provided he or she has a good high school record, shows promise, and is in need of financial assistance.

The name of the scholarship shall be The Woman's Auxiliary of the North Carolina Pharmaceutical Association Scholarship.

Cordially yours,

Committee on Scholarship Fund
Woman's Auxiliary of the N. C. P. A.

(Signed)
Mrs. M. L. Jacobs
Mrs. D. D. Hocutt,
Mrs. J. Floyd Goodrich,
Mrs. W. J. Smith.

When the committee had finished its deliberations, R. B. House, Chancellor of the University of North Carolina, and M. L. Jacobs, Acting Dean of the School of Pharmacy, met with the group, and formally accepted the letter of request for the transfer. Chancellor House was most complimentary about the outstanding work being done by the Auxiliary for students of the Pharmacy profession.

Mrs. W. R. Adams, through Dr. Jacobs, then presented a check for $526 to the University to be added to the principal sum of the scholarship fund. This contribution included money donated by the local auxiliary groups, as well as the portion of membership dues allotted to this purpose.

Some "Acts" of the Addicts

By J. Louis Cobb, Waynesville

The lady (?) patient had all of the symptoms of kidney colic down to control of her sweat glands, for cold perspiration stood out on her face! She was in agony, or so it seemed. But the local physician soon smelled a rat—she was over-acting the part. Close examination of her arms revealed old, blue hypo-marks. She said these came from Theelin Hydrochloride. Then, catching herself, she explained: estrogenic shots.

Given enough rope, the physician reasoned, she'll hang herself. So he asked her to kindly step into the ladies room and render a specimen of urine in order that he might see if there was blood in the urine. Then the physician asked his office girl to kindly step into the toilet and to look on the floor for a bloody straight pin.

The office assistant soon returned holding the pin in her fingers. Sure enough the lady had pricked her finger in order to put blood into her specimen of "fool the physician" urine. Another trick of the trade. The 1/5 grain Pantapon which the lady said was the only thing which would relieve "these spells" was not prescribed.

Then there was a preacher. Sanctimonious soft language. Manners. He wore a frock tail black blustering coat and a clean white plastic collar which buttoned in the back. He, too, was suffering with kidney colic!

He carried a Bible under his arm. He laid the Book on the physician's desk. The physician asked that he step into the Gents' room and make a specimen. He was quick to comply with the physician's order.

He left the Bible on the desk. Sure enough—it was brand new, not even a name in the front, clean-white pages nor the name of a church. It smelled new.

"A preacher," explained the physician, as he escorted the patient out the front door, would think enough of himself to inscribe his name, and the name of his Church in his Bible before leaving the store where it was purchased."

Another sinful soul made very, very unhappy. No prescription.

Then there was the Kotex customer. She was pretty in a coarse sort of way. She ran into the old-fashioned store with the concealed and blind private prescription room. An emergency, she explained. Quick, a package of 12 regular Kotex and a sanitary belt.

She paid cash and took her change. Would the pharmacist mind if she stepped back in the prescription room for a few minutes to relieve the emergency. Thanks—the pharmacist even stood guard for her while she riffled and stole the narcotics, tucking them safely away between the 12 unused Kotex pads.

Morale: Use the safe, brother, use the safe for all narcotic drugs and keep 'em locked.

Flowers for the Living . . . .

Oldest Druggist between Charlotte-Asheville Expected Little Future for Ice Cream Cone

We are indebted to C. Rush Hamrick, Jr., Editor of *The Cleveland Times*, Shelby, for permission to reprint the following story. "Flowers for the Living" is a weekly feature of *The Times* and the person so honored receives flowers from one of Shelby's florists.

When ice cream cones first came on the market some 30 years ago and a salesman called on Julius Albert Suttle who was running the Lincolnton Drug Store, Mr. Suttle was dubious about buying any cones. He didn't think they would sell. He finally was persuaded to purchase one box of about 50 cones.

Today—in this year of 1946—50 ice cream cones wouldn't last an hour at Suttle's Drug Store in Shelby on a hot summer day.

This summer will mark 47 years Julius A. Suttle has been in the drug business. He is currently believed to be the oldest druggist between Charlotte and Asheville.

Concerning ice cream sales in the earlier part of the century, Mr. Suttle said he used to make his own ice cream in a two-gallon handturned freezer. The cream was kept in the freezer and dipped out by the dish. Pineapple ice was perhaps made more than any other flavor, and Mr. Suttle stated Miss Fan Barnett used to eat most of his cream.

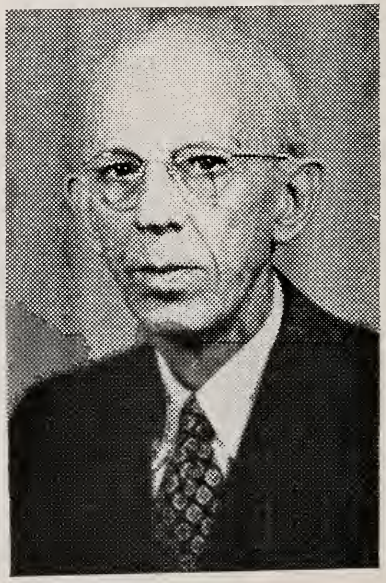
In the Fall of 1897, Mr. Suttle enrolled with 12 other students in the pharmacy school opened for the first time that year at the University of North Carolina. In the meantime, he worked free for the experience at a drug store in Shelby then owned by J. T. Gardner. After two years at Chapel Hill, Mr. Suttle began working for the late Will H. Gardner who operated a drug store in Shelby located where the First National Bank now stands.

Buys First Store

Shortly after the turn of the century, Mr. Suttle and his brother, the late Joe L. Suttle, purchased the Gardner store. After a year Mr. Julius bought Mr. Joe's interest and ran the store for three and a half years before selling out to Clyde Webb.

In 1906 Mr. Suttle began working at the Lincoln Drug Store. Then in December, 1907, he married the former Miss Ethel Lineberger in the old Lineberger home on the corner of Warren and DeKalb streets. Shortly after his marriage, Mr. Suttle bought the Lincolnton Drug Store and operated it for 15 years before returning to Shelby and purchasing the Lattimore Drug Company, in 1922. At that time his store was located where Efird's department store is now, but in 1923 Mr. Suttle had erected the present Suttle's Drug Store building.

Mr. Suttle recalls the drug store of some 40 years ago was practically a one-man affair. The druggist not only filled prescriptions, but also dipped ice cream and made all other sales in the front of the store. In his spare time, he was also clean-up boy.



J. A. Suttle, Shelby

This was during the time when a druggist opened the store before daylight, being forced to light the oil lamps the first thing each morning. A day's work lasted until after 10 o'clock every night, and later on Saturdays. As compensation, Mr. Julius said when he and Mr. Joe operated the store his monthly salary was $27.00 and out of that he had to pay board.

There was an old wall soda fountain in the first drug store. Mr. Suttle worked in. It contained a few syrup tanks of vanilla, root beer, and strawberry, but very little was sold. The first bottled drink he handled was a malt extract.

A Busy Fourth

Mr. Suttle remembers one hot Fourth of July at his Lincolnton soda fountain when he took in over $350. Business was so heavy, the plate glass window on the front of the store was removed for a man to sell lemonade. He made over 40 gallons of ice cream that day, and could have sold more if he had had time to make it.

Prescriptions used to take 10 times longer to compound than they do now, Mr. Suttle says. That was when a pharmacist had to make up pills and powders, and kept his liquids in square shelf bottles ranging in size from half pints to half gallons. To date over 153,000 prescriptions have been filled in Mr. Suttle's Shelby store.

Mr. Suttle was born about five miles west of Shelby on June 27, 1877, fourth child of the late Charles Bate and Esther Wray Suttle. His brothers are the Rev. John and the late Joe, and he has the following sisters: Mrs. S. A. McMurry, Mrs. Lander McBrayer, Mrs. L. P. Holland, and Mrs. L. J. Bailey.

Moves to Shelby

When he was six years old, Mr. Suttle's parents moved to Shelby and lived in a house that used to be where the senior high school is now. His father, Mr. Suttle recalls, at the time could have bought the present B. B. Higgins and Z. J. Thompson property on W. Marion street for $1,500.

Mr. Suttle helped organize the Shelby Kiwanis Club and is still a member, although not actively. He was a deacon in the Lincolnton Baptist Church and named a Shelby First Baptist deacon when he first returned here. He has long been a Mason, and a member of the North Carolina Pharmacy Association.

Mr. Suttle's son, Albert, is junior partner in the business. Two daughters, Mrs. F. G. McLarty of Durham and Mrs. W. G. Pendleton of Shelby, and five grandchildren help to round out this happy family.

The greatest change in the drug business, according to Mr. Suttle, has occurred within the last five or ten years. He says a man who has been out of the drug business for 15 or 20 years would have to begin completely over again now. This change, he declares, is due to more items and new merchandise.—*The Cleveland Times, Shelby.*

Navy Secretary Forrestal Okays Pharmacists' Commissions

After nearly three years of constant effort on the part of the Committee on the Status of Pharmacists in the Government Service, the U. S. Navy has agreed to commission college graduate pharmacists in the Hospital Corps. They must have a B.S. degree, recognized by the American Council on Pharmaceutical Education. While the actual legislation effectuating the Secretary's announcement has not as yet been passed, it may be authoritatively reported that the program worked out by the committee with Admiral McIntire and members of his staff will meet no objections in the Congress.

Bromo-Seltzer Awarded Certificate of Public Service

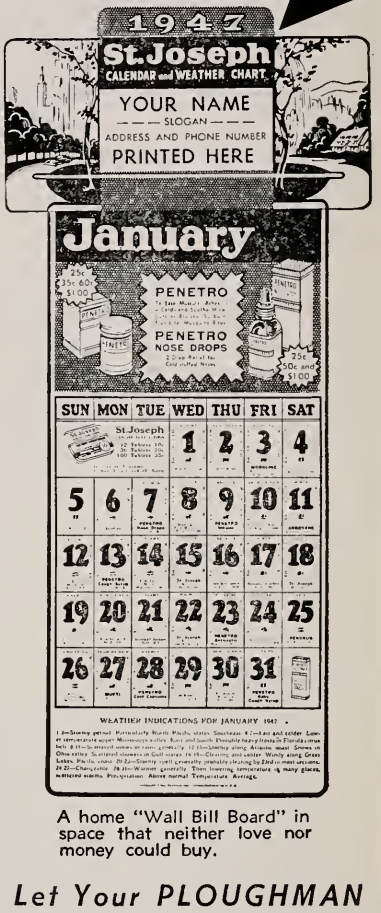
At a testimonial dinner on May 22 at the Belvedere Hotel, Baltimore, attended by local business leaders, radio, newspaper and advertising executives, the Emerson Drug Company was awarded the Certificate of Public Service by the Brand Names Research Foundation.

The Certificate honored the name of Bromo Seltzer which has been in constant use by the public for 59 years. Only brand names which have served the public for over 50 years qualify for the award which was created by the Foundation to recognize the proven value of brand names in their service to the consumer public.

Before You Buy Any Calendar for 1947, See The Popular

Here's the St. Joseph Calendar and Weather Chart. So tremendously during the past years has it gained in popularity among druggists and their customers, that you'll surely want to see it. Let your Ploughman demonstrate—

- **Keeps Your Name Before Your Customers**
- **Works For You In The Home 365 Days Of The Year**
- **Highlights Merits of Your Most Profitable Advertised Merchandise**
- **Creates More Good Will**
- **Ties You In With Plough's National Advertising**



A home "Wall Bill Board" in space that neither love nor money could buy.

"MILLION DOLLAR SALESMAN"

Goes into homes of your best customers—A "salesman" who **sells** 'em in the home, brings 'em to your store to **buy.** Long experience has already sold millions of dollars worth of Plough's Fair-Traded-At-Full-Advertised-Price Products in Drug Stores—is all set to do the same for you.

Why Your Customers Keep It "UP"

Thirteen colorful pages jam-packed with useful, valuable information—in class by itself in eye appeal, sales appeal, long life. Includes—

1. Signs of zodiac (also appear in each month's calendar).
2. Moon's phases.
3. Time sun rises, sets.
4. Historical data.
5. National holidays, birthdays.
6. Fishing calendar.
7. Breeding charts.
8. U. S. weights, measures.
9. Religious fast days.

Every page seasonally advertising a Plough Product you carry—with back of all calendar pages **blank,** for operation diary and folded back for permanent record!

Let Your PLOUGHMAN Show You This Amazingly Practical Calendar and Explain How Your FREE GOODS PAY THE BILL

PLOUGH SALES CORPORATION
Subsidiary of
Plough, Inc.
Memphis 1, Tenn.

OUR FULL ADVERTISED PRICES ARE MINIMUM RETAIL PRICES IN ALL FAIR TRADE STATES

Tar Heel News Notes

Dunn—Henry Hood has returned to Tokyo and he says that he finds things about the same as when he left there en route to the States on leave.

Washington—C. P. Whitford has joined the professional service staff of Schering Corporation, and will be stationed in North Carolina. Mr. Whitford went to Bloomfield the first of May for the intensive scientific training that is given all Schering representatives before they operate in the field.

Elizabeth City—S. G. Etheridge has sold his interest in the Apothecary Shop to J. E. Sparks, who is now sole owner of the business. In a letter sent to Mr. Etheridge's customers he stated, "What success I may have attained during my thirty-odd years in the drug business has been, in a great measure, due to the superior quality of the merchandise sold me and the splendid service of those from whom I bought."

Statesville—L. M. MacKesson and his staff celebrated on May 10th with a 42nd Anniversary Sale, the store having been founded May 10, 1904. Apparently he had "combed" the country for extra special items for he was listing in his anniversary sale such hard-to-get items as alarm clocks, flashlights, electric razors, etc. Congratulations, Mr. MacKesson, to you and your employees!

Greensboro—D. L. Shreve has returned from St. Petersburg, Florida, where he spent the winter, and is now traveling for Justice Drug Company.

Durham—The first scholarship to be granted through the C. W. Massey-C. T. Council Scholarship Fund has been awarded to Harvey Brinkley, Jr., of Durham. Created in 1941 to aid students at the University of North Carolina, the fund was established by accumulating gifts of C. Knox Massey, in honor of his father, the late Charles Wesley Massey and his father's life-long friend, C. T. Council, both of Durham. All three men were students at the University.

Chapel Hill—Professor H. M. Burlage and son, Robbie, entered their dogs—Welsh Corgis—in the May 11th Durham Kennel Club show and came away with a number of prizes. Professor Burlage's dog won first prize in the female group. His son's dog placed first in the puppy group. Professor Burlage is 2nd vice-president of the Club.

Raeford—Clement Byrd has resigned his position at Hutchinson's Drug Store and is now associated with Jarman's Pharmacy, Wilmington. Mr. Byrd's residence address is 1618 Orange Street.

Hickory—P. J. Suttlemyre, former owner and operator of the Hickory Drug Company, is one of four retired druggists who have been honored by being presented with life memberships in the International Association of Rexall Clubs. Dr. Suttlemyre was for many years one of the most active Rexall dealers and held several national offices. He is still a member of the Executive Committee of the N.A.R.D.

Kinston—W. N. Wilkins, son of Pharmacist W. R. Wilkins of Mocksville, is back in Kinston after several years of service with Uncle Sam. He is associated with the Standard Drug Company.

Swannanoa—We are glad to report W. A. Ward is recovering nicely from a recent operation. While he is out of action, Shuford Snyder and Dinsmore Crawford are looking after the business.

Fayetteville—Hubert L. Flynn has accepted a position with MacKethan's; L. E. McKnight has been added to the staff of pharmacists at H. R. Horne and Sons Drug Store.

Washington, D. C.—Marion Hamer, a student of the University of North Carolina School of Pharmacy prior to the war, is planning to return this fall to complete his studies. At the present time, Marion is working for the Peoples chain in Washington.

Rocky Mount—J. E. Phillips, until recently an employee of the Terminal Drug Store, Wilson, is now with the I. W. Rose Drug Company.

Here Is What One Man Says About The N.C.P.A. Group Policy

MILLER DRUG COMPANY, INC.
PRESCRIPTION DRUGGISTS
MOORESVILLE, NORTH CAROLINA

May 29, 1946

Mr. W. J. Smith, Secretary
N. C. Pharmaceutical Association
Chapel Hill, North Carolina

Dear Mr. Smith:

Several months ago I purchased an insurance policy, through the Association "group", from the Inter-Ocean Casualty Company.

After purchasing the policy I developed a hernia, which required an operation. I went to the hospital April 1, and was out of the drug store for eight weeks.

Today, I received a check from this company for claim, which amounted to $211.66.

I am just taking this opportunity to express to you, as Secretary of the Association, that I can recommend this insurance to the druggists of the State.

Yours very truly,
(Signed) S. H. Price

Here Are Some Others Who Have Been Paid Claims

Joe Montesanti, Jr.	V. J. King	James L. Sutton
H. D. Collier	Walter Airheart	T. J. Ham, Jr.
S. P. Birkett	Lloyd P. Brookshire	R. H. Curtis
Michael A. Nicholson	John W. Martin	J. Carlton Jackson
James D. Brown	Amos Cornwell	John C. Williams
Elliott S. White	John Welch	John Elbert Smith
Earl K. Keith	Ralph T. Holmes	Fred M. Moss

Still Being Paid

C. H. Bradford	Richard E. Young	A. Grover Poindexter
Paul Herman Thompson	Riley C. Maness	

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON,
C. C. CARPENTER, LUCAS ABELS
D. H. ROGERS, J. WILMER PANCOAST

or

F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

Woman's Auxiliary Concludes Successful Year

The business session of the Woman's Auxiliary of the N.C.P.A. brought to light the splendid work which had been accomplished since the last annual meeting two years ago.

Promptly at 10:30 a.m. on Monday, April 15th, the women of this organization gathered in the East Ballroom of the George Vanderbilt Hotel. Mrs. J. C. Jackson, president, after welcoming the ladies, carried out the program as planned. After group singing of America, Mrs. L. E. Barnhardt of Charlotte presented an inspiring devotional. Mrs. Lloyd Jarrett, president of the Asheville Drug Club Auxiliary, greeted the guests, to which Mrs. M. L. Jacobs of Chapel Hill, responded. Greetings were brought from the North Carolina Pharmaceutical Association by its president, W. A. Gilliam, and from the Traveling Men's Auxiliary by its president, M. G. Morris. In the absence of Dean Beard, the secretary read his greetings from the School of Pharmacy.

Mrs. Jackson asked Mrs. Bennick of Charlotte, First Vice-President, to take the chair while she made a short address. In this she spoke briefly of the work of the Auxiliary during the war years, especially thanking those members who had participated in war work, including the project of selling war bonds. She welcomed the local auxiliaries which had been organized during her term of office—Asheville, Durham, Henderson, Raleigh. In closing her address she suggested four definite objectives for the consideration of the organization:

1. To work at all times very closely with the North Carolina Pharmaceutical Association.
2. To organize more local drug clubs.
3. To interest every qualified woman in being a member of the Woman's Auxiliary of the North Carolina Pharmaceutical Association.
4. To increase our interest in the students in the School of Pharmacy.

MRS. J. C. JACKSON, Lumberton
Past President

The Treasurer's Report revealed that during the two-year period between conventions that a total of $838.77 had been contributed to the Student Loan Fund, bringing it to a total of $2,765.96.

Mrs. W. R. Adams of Angier, Parliamentarian, reported on the work of the Constitution Committee, of which she was chairman. A copy of a proposed revised constitution which had been published previously in the CAROLINA JOURNAL OF PHARMACY, was handed to each member. When a vote was taken, it was unanimously adopted as revised.

In the absence of Mrs. J. Floyd Goodrich, Historian, Mrs. L. J. Loveland of Durham, presented her report. Mrs. Goodrich had compiled a beautifully bound scrap book in which she had placed historical material pertaining to the Auxiliary since its organization.

The reports of standing committees were

next on the agenda and proved to be most interesting. Mrs. John Bennick, speaking for the Executive Committee, reported that in a session at Chapel Hill, they had voted to spend a sum of $100 on the redecoration of the woman's lounge at the School of Pharmacy at Chapel Hill. They had also, after much consideration, voted to transfer the student loan fund to a scholarship fund. The committee report was accepted as read.

Mrs. P. A. Hayes, Chairman of the Hospitality Committee, reported that in 1945 the Justice Drug Company was host to the Executive Committee and chairmen of standing committees. Prior to the 1946 convention invitation cards were sent to 315 previous members of the Auxiliary urging their attendance at the meeting.

Mrs. Joe Monroe of Charlotte, 1945 Membership Chairman, reported that 242 members were secured for the Auxiliary. In the absence of Mrs. M. B. Melvin, Raleigh, 1946 Membership Chairman, Mrs. Robert Cromley reported that in addition to those members joining at the registration desk, 301 members had been secured. (Note: At press-time the membership stood at 407. —Ed.)

The Resolutions Committee work was reported by Mrs. C. H. Smith, Charlotte, in the absence of the chairman, Mrs. Dewey Groome, Greensboro. Resolutions were offered in appreciation to all those people who had contributed to the success of the Auxiliary during the two-year period, and to those who had planned and carried out the extensive work in preparation for the convention.

Mrs. E. A. Brecht, Chapel Hill, War Finance Chairman, reported on the excellent work done by the Auxiliary in the 5th, 6th, 7th, and Victory Loan Drives. She exhibited citations awarded the Auxiliary, and turned them over to the Historian for inclusion in the Scrap Book.

The Nominating Committee with Mrs. Paul B. Bissette of Wilson reporting in the absence of the chairman, Mrs. C. H. Bradford, presented the following slate of officers, who were elected unanimously: President, Mrs. W. R. Adams, Angier; 1st Vice-President, Mrs. L. G. Crouch, Asheville; 2nd Vice-President, Mrs. H. C. Starling, Raleigh; Secretary-Treasurer, Mrs. I. O. Wilkerson, Greensboro; Historian, Mrs. W. A. Gilliam, Winston-Salem; Parliamentarian, Mrs. T. Roy Burgiss, Sparta.

Local Auxiliary reports were heard from Asheville, Charlotte, Durham, Greensboro, Henderson, Raleigh, and Winston-Salem. All of these spoke of the splendid work being done by the clubs. Spokesmen for the two newest clubs—Durham and Henderson—spoke briefly of their plans for the coming year. Asheville, just reorganized, exhibited their talent for energetic work in planning the convention entertainment so successfully. The Charlotte Club presented a check for $100 to the scholarship fund; the Greensboro Club contributed $85; the Raleigh Club, $85; and the Winston-Salem Club, $50. This will increase the fund at Chapel Hill substantially.

Following announcement and the installation service for new officers, a gift was presented to the president in appreciation of her outstanding work during her term of office. In making the presentation, Mrs. I. W. Rose of Chapel Hill read an original poem in tribute to Mrs. Jackson:

A Tribute to Mrs. Jackson

We have one in our midst today,
About whom I have something to say.
In stature she's a bit small and rather low
And she's a person whom all of us know.
I often wonder how she does so many
things,
And from what source all her energies
spring.
She's always alert, efficient and vivacious,
And in her manner she's exceedingly
gracious.
In these last two years, I happen to know,
She has been constantly on the go.
Her duties as president claimed much
attention,
And, just here, I would like to mention,
That she was on the Pharmacy Victory
Committee,
And sometimes I think that was a great
pity;
For most any of us would surmise
Such a job was too much for one of her
size.
In this connection, when I think about her,

I wonder if we could have had a war without her.
Then when it was going in full swing,
She did her best to stop the thing.
Personal and business letters she has written galore.
She would travel a while, come back and write more.
In these days of crowded condition,
Her size may have gained for her admission
To places that some of us couldn't go.
Size does make a difference, especially on busses, you know.
In crowds, she could thread her way in and out,
And one would hardly know she was about.
As for Auxiliary organization,
She really deserves our commendation.
She mentioned in her report, she had organized four,
Had there been two of her she'd probably have organized more.
Her children, she calls them. Quite a family she has now.
But before I stop talking I must tell you how,
Last week she came very near having twins.
There really is no stopping her when she begins.
She organized an Auxiliary in Durham one day,
A few hours later another was born in Henderson, they say.
I could enumerate here achievements o'er and o'er
But really now, I must not say more.
What you've accomplished, we realize, is beyond measure.
And as a token of our love, I present this gift with pleasure.

Prescription Required for Over-Counter Penicillin

The Food and Drug Administration has announced that it has been brought to its attention that the sales representatives of some penicillin manufacturers have informed druggists that penicillin troches may be sold over the counter without a prescription. It is the view of the Food and Drug Administration that under the provisions of section 146.4(b)(6) of the penicillin regulations the over-counter sale without prescription of any form of oral penicillin now being certified violates section 301(k) of the Federal Food, Drug and Cosmetic Act.

Sweet Words To Hear

"WE CAN SUPPLY YOU"

EVERFRESH

SACCHARIN

(in limited quantities)

¼ and ½ grain

Tins or Bottles of 100's at Our Option

Its high quality is taken for granted by all druggists familiar with Everfresh standards. Deliverable quantity is slightly improved, but—

Supplies are still scarce, and regular customers must be supplied first. But we guarantee fair distribution of the surplus. It will definitely be worthwhile to order now.

Ask Your Jobber for Quantity Discounts or Write

THE McCAMBRIDGE & McCAMBRIDGE CO.

Baltimore 23, Maryland — Sole Distributors

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Carolina Camera

No. 1. E. M. Kiser of West Asheville, left, and A. L. Hogan of Kinston, right, pose with the Dean of the Lilly Representatives, Mose Teague, The Sage of the Mountains.

No. 2. Moss Salley of Asheville, left, and Dean Tainter of Marion are doubtless deciding on what to do with all the baby merchandise Moss won at the convention. Or perhaps the subject is "fishing," a subject on which Moss can converse at length.

No. 3. Part of the square dance team all ready to go. Lemar Lunsford from South Turkey Creek was there, too.

No. 4. A pre-convention get-together of the N. C. P. A. Executive Committee. Left to right, R. P. Lyon, Ralph Rogers, Paul Bissette, E. C. Daniel, W. A. Gilliam and T. R. Burgiss. Perfect attendance!

No. 5. Jim Harrison of the Dr. T. C. Smith Company, left, "The Judge," and John Goode, right, look the boys over and apparently are satisfied the situation is in hand.

No. 6. The gentleman with the "segar" is none other than Hickory's Number 1 Drum Beater, P. J. Suttlemyre. F. W. Sarles, left, State Manager for Inter-Ocean Casualty Company, is doubtless discussing insurance with Dr. Suttlemyre, Chairman of the Association's Committee on Insurance.

No. 7. E. P. Crawford of Lenoir, left, T. R. Burgiss of Sparta and O. K. Richardson of Elkin, right, were among the delegates present. Burgiss was later put on the ballot for President of the N. C. P. A. along with Earl Tate of Lenoir.

No. 8. Professor E. A. Brecht of Chapel Hill and R. E. Foster, Jr., of Marion catch up on the latest news from the University. Foster, a former student of Professor Brecht, has been associated with Tainter's of Marion ever since he left school.

No. 9. The President of Lance, Inc., Phil Van Every of Charlotte, is shown just prior to the dance which his firm sponsored. Dean Hudson's Orchestra, which is appearing at a number of pharmaceutical meetings this year under the sponsorship of Lance, is one of the best bands in the country.

No. 10. Mr. and Mrs. Frank H. Pender of Asheville, the hard working team that meant so much to the success of the convention. As Local Secretary, Frank gave up practically a month of his time towards solving the endless details that always bob up in putting on such a meeting. And for a time, it appeared he would be forced out of his office by an influx of merchandise sent to him as Chairman of the Prize Committee.

What One Drug Inspector Found

A drug inspector for the Delaware Board of Pharmacy recently reported on conditions he has found on his rounds of inspection: An exempt narcotic register having its last entry in July, 1944; a narcotic closet properly equipped with lock and key, located in the front of the store, while the narcotics were kept unguarded in a pasteboard box in the prescription department; a store in which the U.S.P. and N.F. had been loaned to a friend in a distant city; a balance which had a piece of cardboard, two inches square, suspended on its beam to give it accuracy; a store whose smallest graduate was a 2-ounce graduate which had to suffice for measuring potent liquids in minute quantities; a poison register whose last entry had been made in 1942, evidently because it was kept in such an inaccessible place that it was too much trouble to register poison sales.

Perhaps drug inspectors in other states could multiply these instances many fold.

Level vs. Eleven

And then there is the story of Mrs. Epstein who used to buy a box of licorice powder every single day. Finally, my curiosity got the best of me.

"What do you do with so much licorice powder?" I inquired.

"I take it," she smiled.

"But a whole box a day," I persisted. "Isn't that a little too much? After all I only told you to take a level teaspoonful."

Mrs. Epstein blanched.

"A level teaspoon!" she cried. "Oh, my God. I thought you said eleven teaspoons."—*The Brooklyn Pharmacist.*

GET RID of WEEDS with the GREATEST of EASE

WITH

WEED-A-WAY

THE NEW MIRACLE WEED KILLER
(Contains N-Butyl-Ester 2,4-Dichlorophenoxy-acetate.)

GRASS FLOURISHES AS WEEDS ARE KILLED

Have a beautiful weed-free lawn by simply sprinkling or spraying with economical WEED-A-WAY.

- **Kills dandelions, plantain, ragweed, bindweed, poison ivy, poison oak and many other weeds.**
- **Does not injure grass.**
- **Does not sterilize soil.**
- **Does not harm humans or animals.**
- **Does not stain or harm skin or clothes.**

LAWN SIZE
8 OZ.
$1.00
Treats 1600 sq. ft.

ECONOMY SIZE 1 QT.
$2.98
Treats 4600 sq. ft.

Use WEED-A-WAY for weed-free Golf Course greens and fairways, for parks, playgrounds and large estates — effects tremendous savings in maintenance costs.

Dealer's Cost: Retail price less 40%.

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Board of Pharmacy News

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F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. McALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

"Teacher of Pharmacy" Again

Several months ago the readers of the JOURNAL had their attention called to circulars which were being distributed to the drug stores of the State advertising a home-study course in Pharmacy and which was directed to drug clerks. It was signed "Teacher of Pharmacy." The advertisement was so worded that the impression was gained by some that a clerk could subscribe to this course and become registered in another state and then register in this state by reciprocity. As was stated previously, it is felt that the majority of persons employed in the drug stores of the State are aware that such a procedure is not possible under our law. For those who are not so informed, the law governing registration as a pharmacist in North Carolina is stated here:

"In order to become licensed as a pharmacist, within the meaning of this article, an applicant shall be not less than twenty-one years of age, he shall present to the Board of Pharmacy satisfactory evidence that he has had four years experience in pharmacy under the instruction of a licensed pharmacist, and that he is a graduate of a *reputable* school or College of Pharmacy, and he also pass a satisfactory examination of the Board of Pharmacy: Provided, however, that the actual time of attendance at a reputable school or College of Pharmacy, not to exceed three years, may be deducted from the time of experience required."

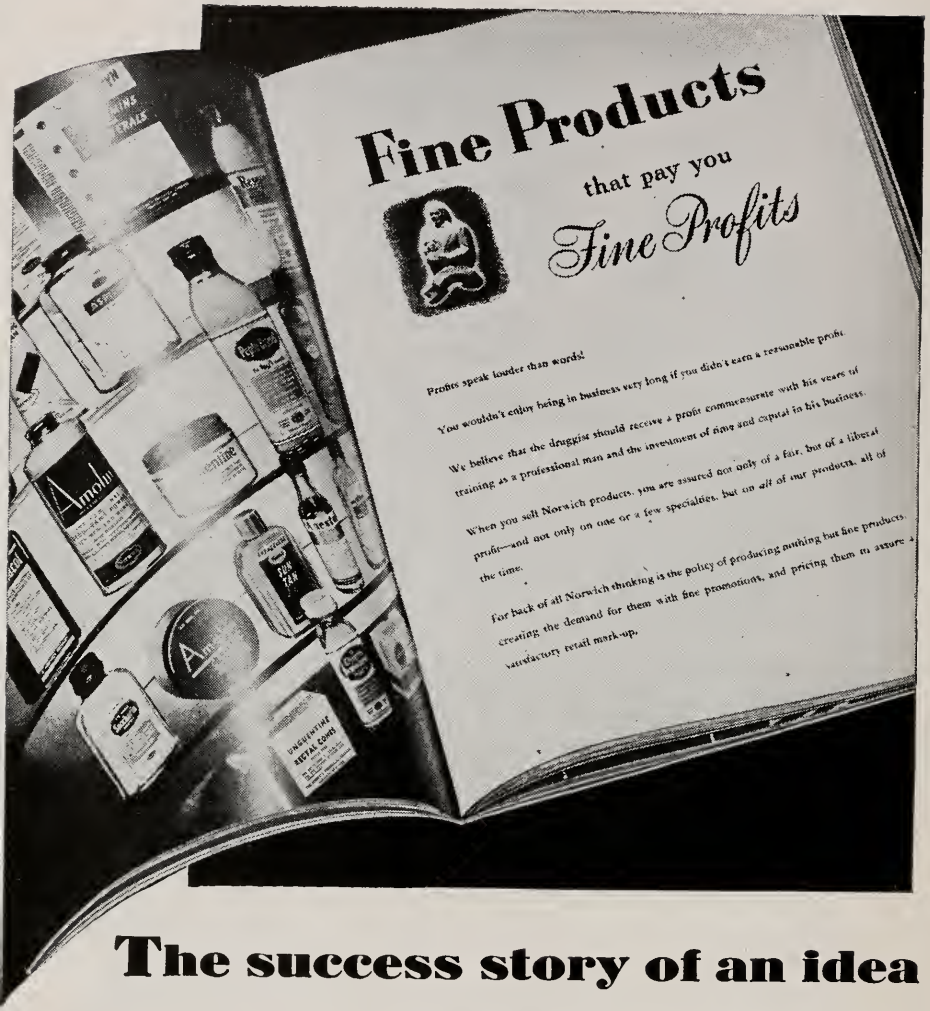
A "reputable" school or College of Pharmacy has been defined by the Board of Pharmacy as:

"A school of pharmacy whose physical equipment, course of instruction, and teaching personnel conforms to the standards and specifications or the equivalent thereof required by the American Council on Pharmaceutical Education for accreditation."

The course of instruction as offered by this "Teacher of Pharmacy" is not accredited by the American Council on Pharmaceutical Education and, therefore, would not entitle a subscriber to admission to the Board of Pharmacy examination nor to have an application for reciprocal registration from another state accepted if the educational requirements in that state had been satisfied by the completion of this course. For the complete story of this "Teacher of Pharmacy," it is suggested that the reader see the May 1946 issue of the Practical Pharmacy Edition of the *Journal of the American Pharmaceutical Association.*

MORE ABOUT INSPECTION AND LAW ENFORCEMENT WORK

During the past several months this column has been devoted to an outline of the program of inspection that is to be followed. The purpose of this publicity has been to inform those engaged in the operation of drug stores of what is to be expected in our program. Word has been received which tends to question the seriousness of our purpose in carrying out this program. We would, therefore, like it



The success story of an idea

FINE PRODUCTS
FINE PROMOTIONS
FINE PROFITS
Norwich

For many years, the Norwich idea has been to make the druggist a partner—a sharer in the profits of selling our Norwich preparations to the public.

Norwich does its part by producing *Fine Products*—backing them with *Fine Promotions*—pricing them for *Fine Profits* in the drug store.

The Norwich Pharmacal Co., Norwich, New York

clearly understood that it will be the policy of the Board of Pharmacy to strictly enforce the pharmacy laws. Before indictments are brought, an offender will be given due opportunity to make the necessary correction of the condition. It is hoped that persons so affected will avail themselves of this opportunity, thereby making it unnecessary for the Board of Pharmacy to take the alternative of a court action.

That which has been written previously applies mainly to cases involving flagrant violations of the law. These cases will be given first attention. However, there are other infractions of the law which will also share in the attention. Our position concerning these can best be stated by quoting from the Temporary Report of the Board of Pharmacy to the convention in Asheville:

"The question of how so-called 'one-man' drug stores are to be operated has been anticipated by the Board. It is recognized that there are a number of stores in the state in which only one pharmacist is employed. It is further recognized that this pharmacist cannot remain on duty during all of the hours that a store customarily remains open. It is felt, however, that this situation can be remedied by the following procedures:

"1. The number of hours in the usual drug store day is considerably higher than is required to render adequate health service. This number can be reduced, as it has been during the war period, without considerable inconvenience to the public or loss of revenue.

"2. The law provides that pharmaceutical service shall be rendered by or under the *immediate* supervision of a licensed pharmacist. To engage therein otherwise constitutes a violation of the law. The Board of Pharmacy believes that it is not unreasonable to require pharmaceutical service to be discontinued in the absence of the licensed pharmacist. The inspection program will be carried out based upon this assumption."

New Registrations

Since last reporting in the Journal the following pharmacists and drug stores have been registered:

PHARMACISTS RE-REGISTRATION

J. O. D. McBane, Greensboro; E. B. Mayberry, Vienna, Virginia; Francis Muratori, San Antonio, Texas; R. C. Sisk, Asheville.

PHARMACISTS REGISTERED BY RECIPROCITY

Robert L. Gaddy, Jr., Gainesville, Fla. (from Florida); Harriett A. Robinson, Lumberton (from South Carolina); H. R. Stalcup, Morehead City (from Indiana).

NEW DRUG STORE REGISTRATIONS

Russell's Pharmacy, Carolina Beach (change of location); Candor Drug Company, Candor (new); Cromley's Drug Store, Raleigh (new); Seashore Drugs, Carolina Beach (successors to Russell's Pharmacy).

Runoff Primary, June 22nd

Although Congressman Carl T. Durham polled the largest number of votes of any of the three candidates from the 6th District in the first primary, he did not get a majority. As a result, the second high man, Judge E. Earle Rives of Greensboro, has requested a "runoff primary" on June 22nd which, under the election rules of North Carolina, he is entitled to do.

Collier Cobb, Jr., Chairman of the Orange County Board of Commissioners, will serve as campaign manager for Mr. Durham in the second primary.

Fair Trade

The Norwich Pharmacal Company announces the addition of Norwich Baby Cough Syrup, Pineapple Flavor, in a new six ounce package to retail at 60c. The Fair Trade Minimum is 59c.

Lorophyn Suppositories 12's is fair traded at the regular retail price of $1.50.

NEWS NOTES

(Continued from Page 224)

. . . Professor Henry M. Burlage of Chapel Hill has been elected president of the local chapter of Sigma Xi, the national honorary research society. . . . Carlton Robinson, Manager of Patterson's of Winston-Salem, can begin to make plans for a vacation, now that he has two additional pharmacists: Miss Ruth Aycock of Princeton and W. B. Halsey of Morganton.

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2 FREE

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Order From Your Wholesaler
$1.20 Dozen - 2 FREE

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COM

SALISBURY NORTH CAR

PEATERS

CHECK UP! STOCK UP!

ised Throughout the Year!

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UG
ANY
LINA

SKIN ITCH ANTISEPTIC

for itch and burn of ATHLETE'S FOOT

ringworm, poison oak and similar skin irritations

$2.80
Dozen

2 FREE

Retail 35c

Clean! Fast!

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Build Fountain Sales

WITH AMERICA'S LARGEST-SELLING ICE CREAM

What are the big sellers on your shelves? Which are the items which turn over fast at a good profit? Aren't they the *leading* brands, the *quality* lines, which are *nationally* advertised year after year?

That same principle applies to your *Fountain* business. The dealer in *Sealtest* Ice Cream is offering his customers the *largest-selling* ice cream in America. He is offering an ice cream that has been *nationally* advertised through the war years. He is offering an ice cream that is TOPS in *taste*, *purity* and *wholesomeness*—the true Measure of Quality.

You owe it to yourself to investigate the profit opportunities in Sealtest Ice Cream.

Tune in the Sealtest Village Store, starring Jack Haley, Thursday Evenings, NBC

Southern Dairies

Sealtest

ICE CREAM

THE MEASURE OF QUALITY

Sealtest, Inc., and associated companies are divisions of National Dairy Products Corporation

Regulations Concerning Labeling

So much has been said and so many regulations have been issued on labels that the average pharmacist is slightly confused as to what is the law at this time. Discussed under two headings you are advised as follows:

1. Retail druggists who package or repackage drugs or medicines intended to be used by the customer must see the label has the following information: Directions for use. Formula of contents. Dose. Essential warning.

Here the responsibility is directly on the pharmacist.

2. Selling prepared drugs or medicines: The manufacturer is charged with the responsibility for the label exactly as the pharmacist was. If the directions for use state that the preparation is to be used "under the direction of a physician," then that instruction holds. Otherwise, it may be sold over the counter. Most drug stores will have some packaged medicines which will have to be returned to the manufacturer for relabeling before it can be sold over the counter without liability on the pharmacist.

3. If a packaged drug contains the prescription legend, "Caution: To be used only by or on the prescription of a physician," it cannot be sold without a prescription. There are no "ifs," "and" or "buts" in connection with this statement.

4. Another warning issued by the FDA follows: "if you transfer part or all of contents of the manufacturer's package to another container, we think you should label the new container with the warning which appears upon the manufacturer's package."

While the regulations are many, in the matter of labels, it is felt that pharmacists may follow these directions with safety. Remember that the liability which the pharmacist takes when he violates the "prescription use only" legend, will be the most effective method of enforcing the label laws. No one wishes to take this liability when he considers the possible damage suits that might follow.

Type your Rx labels if possible. It will be appreciated by your customer because a lot of them might be likened to the colored man who, when asked if he could read said "Well, ah kin read readin but ah kain't read ritin."—*Iowa Pharmaceutical Assn. Bulletin.*

Etheridge Buys Worthy Interest

Announcement has been made of the dissolution of the partnership of S. B. Etheridge and Ford S. Worthy in the Worthy & Etheridge Drug Store, Washington. The store is now owned and operated by Mr. Etheridge and will be known as the S. B. Etheridge Drug Store.

The dissolution brings to a close one of the oldest partnerships in Washington. The two men purchased the drug store 35 years ago and have operated it during that period.

Mr. Etheridge located in Washington 37 years ago. He is a native of Edenton; a graduate of the University of North Carolina School of Pharmacy.

IS YOUR STORE FOR SALE?

WE HAVE SOME PROSPECTS!

Write and give us the particulars and all the available information.

All correspondence strictly confidential.

W. J. SMITH, Secretary
N. C. Pharmaceutical Assn.
Drawer 151
Chapel Hill, N. C.

BROMO-SELTZER

makes hit with big, new radio laugh-show!

Scene from radio's newest comedy-drama, "Forever Ernest," starring Jackie Coogan on CBS coast-to-coast network for Bromo-Seltzer.

"Forever Ernest" starring

JACKIE COOGAN

every Monday evening on CBS coast-to-coast network of 141 stations

ALSO! Bromo-Seltzer is being promoted through magazine advertising, Sunday supplements, thousands of radio "spots" and car cards.

NEW YORKERS TAKE CUE FROM NORTH CAROLINA

PAL BLADES

take Metropolitan Area by Storm

Long known in North Carolina as the Blade that gives the "Feather Touch" Shave—PAL HOLLOW GROUND BLADES are invading New York with a smashing campaign. New Yorkers are seeing Pal in full pages, color pages, and in the regular newspaper series currently appearing in 13 leading North Carolina newspapers (and of course, in Colliers, Life, Esquire and Saturday Evening Post.)

New York, like North Carolina, is recognizing Pal as the different better blade for a different better shave, and men the country over are pointing to Pal as the "modern" blade for guaranteed shaving satisfaction.

Cash in on Pal's promotion and success, because Pal's

"The Blade it Pays to Push"

PAL *hollow-ground* RAZOR BLADES

SINGLE OR DOUBLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue, N. Y. C.

The Mortar and Pestle Club

Early in April at a dinner in Durham honoring Mrs. J. C. Jackson, president of the Woman's Auxiliary of the N. C. P. A., plans were formulated for the organization of a Durham-Chapel Hill chapter of the state organization.

In addition to the ladies, special guests were C. T. Council and Dewey Mims of the B. C. Remedy Company, and W. J. Smith, Chapel Hill. Mrs. I. T. Reamer asked the invocation, and the program was in charge of Mrs. E. S. Swindell who had been asked to serve as chairman for the meeting.

After it had been definitely established that the organization of a local auxiliary was the unanimous wish of those present, election of officers was held as follows: Mrs. Ralph P. Rogers, President; Mrs. M. L. Jacobs, Chapel Hill, First Vice-President; Mrs. I. T. Reamer, Secretary; Mrs. W. B. Morgan, Treasurer; Mrs. A. E. Millis, Reporter. Mrs. E. S. Swindell was asked to serve as a committee for the drafting of the Constitution and By-Laws. Mrs. Dewey Mims and Mrs. Hunter Kelly were appointed to the Entertainment Committee; Mrs. W. B. Morgan, Mrs. Harris King and Mrs. J. B. Threatt were named on the Membership Committee.

Plans were made for a dinner meeting to be held May 14th at the Washington Duke Hotel.

At the second meeting with Mrs. Rogers presiding, Mrs. I. W. Rose asked the invocation. There followed the continuation of business pertaining to the organization of the club.

Mrs. E. S. Swindell read a proposed constitution which gave the objects of the club as follows:

"The object of this club shall be to encourage qualified women concerned with the profession of pharmacy to take an active interest in pharmaceutical affairs; to promote the advancement of the profession; to support the continuance of the schedule for opening and closing drug stores operating during the war; to cooperate with the State Auxiliary in any worthy undertaking; to contribute to the Scholarship Fund of the Woman's Auxiliary of the North Carolina Pharmaceutical Association; and to foster a closer friendship with each other in the mutual interest of our husbands."

The Constitution in its entirety was accepted as read.

Mrs. M. L. Jacobs was appointed chairman of the program committee; Mrs. Dewey Mims and Mrs. Hunter Kelly on the entertainment committee; Mrs. E. S. Swindell, chairman of the Ways and Means Committee; Mrs. W. B. Morgan, Mrs. Harris King, Mrs. J. B. Threatt, and Mrs. I. W. Rose on the Membership Committee.

Following the business session, Mrs. Jacobs gave an interesting report of the annual convention at Asheville.

Just before adjournment the group stood in silent tribute to Dean J. G. Beard of the School of Pharmacy, who had died recently.

Mrs. Ralph P. Rogers
President

FOR THE BABY
NEWEST ITEMS
in Baby Dept.
CASTORIA
Z.B.T.
TOO GOOD FOR YOUR BABY
DRUG SPECIALTIES INC.
WINSTON SALEM, N.C.

Salley Wins Baby Department

Moss Salley, Asheville Pharmacist (top, left) is shown as he officially received title to a $125.00 baby department, pictured in the background. F. M. Schwimmer, Merchandising Manager of The Centaur Company, is making the presentation while Mr. Salley's daughter looks on approvingly.

One of the featured displays at the recent meeting of The Medical Society of North Carolina, held in Pinehurst May 1-3, is shown left, center. J. C. Powell, head of Drug Specialties, Inc., distributors of quality pharmaceuticals, is pictured with his attractive display.

J. J. (Jack) Toohy, Vice-President of E. R. Squibb & Sons, appeared on the convention program as a member of John McPherrin's "Open Forum." He is pictured right, center, as he addressed the convention delegates.

Officers of The Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association are pictured at the bottom. Left to right, Joe L. Wear, Charlotte, president; J. Floyd Goodrich, Durham, secretary-treasurer; Miss Hattie Leigh Dudley, Durham, assistant secretary-treasurer, and F. F. Potter, Charlotte, vice-president.

Mail Order

The following letter—written very legibly—was received in the mail at the Hood Drug Company, Dunn, a few days ago. Although a bit unusual, the order was filled as requested, and we are hopeful that the patient's knee is greatly improved.

Dear Company

I am ritting you For a Rumtism Remmet asking you do you have any gum gue ackle For Rumtism if you do mail me a pack today call I cant Walk a step I need it Bad call my leg is stiff in the Knee I Cant Been it please send it at wonce I dont no the Price But i Will pay it When I get it send it Cod Your truly *(Name deleted)*

Thousands Prefer a

LIQUID HEADACHE REMEDY!

Sell Them

Liquid CAPUDINE

Liquid Capudine is so easy to take . . . so easy on the stomach . . . so quick in its pain-relieving action. You see, Capudine's ingredients are already dissolved, therefore, all ready to start relief . . . there's no waiting for the ingredients to disintegrate and dissolve before relief starts.

Millions of newspaper advertisements are telling North Carolina people about these advantages of Capudine every week throughout the year. Display Capudine in your store and get your full share of the demand.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

THANKS!

Since the issuance of our One Hundredth Anniversary brochure A CENTURY OF SERVICE, we have received many, many fine and thoughtful letters from a host of our customers who thought so well of the book and the long history of Bodekers that they took some of their valuable time to tell us.

To all of you we are sincerely grateful, and we can best express our appreciation and pleasure in the one simple word of

T-H-A-N-K-S!

If any of our customers and friends have not received their copy of the history of Bodekers will they please let us know. A postcard, a phone call, or just the mention of it to one of our salesmen is sufficient to assure you that a copy will be in the next mail.

Thanks again!

BODEKER DRUG COMPANY

A Century of Service to the Drug Trade

RICHMOND ★ VIRGINIA

Papers and Queries

On May the 11th, an official letter came forth from the office of the Secretary of N.C.P.A. announcing the committees for the coming fiscal year 1946-1947. I found my name listed under Papers and Queries with Rowe Campbell of Taylorsville as Chairman. I felt quite honored upon having been chosen as a member of this all-important Committee. I knew that it *must be* an important committee—for it headed the top of the *right-hand* column of the *first page.*

Then I began thinking! "*Must be*" struck me as a *challenge!*

Here-to-fore, as I remember, Papers and Queries have been the *laughing-stock* at the conventions. That long-drawn-out afternoon session (usually) which had little or no power in holding a crowd—much less the crowd's honest attention. It was *Convention Time,* a jovial and a jolly time! Those of you who sat through these readings did so out of personal respect for the speaker and listened with your ears *only;* your minds were up in Room No. 726, or perhaps you were thinking about a New Resolution to be suggested at your committee meeting! Papers and Queries "Went in the right ear—and out the left" and you awoke only to join the others when the time came for the reader to fold his paper. And you applauded—because he was at last *through;* and not in sincere appreciation of what had just been read! So, I've been reading your minds! Not at all; I've slept through a few myself.

And, yet, in the final analysis, where would we be today in Pharmacy if it were not for Papers and Queries. It all simmers down to the fact that the Convention Floor is neither the *time* nor the *place* for these all-important things. So, with these thoughts in mind, I sat down and wrote Secretary "W. J." and thanked him for my appointment, told him that I felt quite honored, and asked that he convey these fine feelings along to President Daniel.

I also suggested in my letter that the *Papers and Queries Committee* be put on an *Around the Calendar* working schedule; 12 months to the year! And I asked that these suggestions be passed on to Chairman Campbell.

It all simmers down to this: a paper which young J. I. Thomas, of Wallace, N. C., might have in mind tonight will perhaps make splendid reading in the *June* number of our JOURNAL OF PHARMACY. It'll be timely; he'll perhaps tell us how he handled the thousands who attended Wallace Strawberry Festival; what he did to get extra supplies; how he received and handled Notables and what such a Jubilee meant to the business! Needless to say, the same *Story* a year hence—would make pretty good slumber-inducing *Reading* from the N.C.P.A. floor.

So, I suggested that Papers and Queries become a part of the CAROLINA JOURNAL OF PHARMACY with every druggist in the state who feels like writing—*Writing!* Let all papers be handled through the Committee and the whole-cream passed up to the Chairman, Rowe Campbell—and the *Top-Cream* on to the Office of "W. J."

Then we should create state-wide interest in *Papers and Queries!*

We could do so *Now* because it is *Now* dynamic; it's alive! It's *Green!*

We should—we shall—we will *Now* invite the Juniors and Seniors at our Pharmacy School to submit their best *Thoughts;* their best *Papers.* . . . Let them *write for us;* new things they're learning. In this way they are drawn closer to our hearts—and, too, they now become *One-with-us* in Spirit and in Body. They'll feel that "They Belong—" and this is the way we want them to feel!

Then, too, we'll learn from them! Perhaps Miss Joe Finch will write a few hundred simple words that will clear up the *mystery* of the ph factor in solutions isotonic—for an Old Codger in Mount Olive, N. C.; who didn't learn these things when he attended school back in the early '20's he didn't—for they were not taught!

"W. J." writes: *It's a Grand Idea!*

Now, as my first paper, I'll put it up to you: the whole N.C.P.A. membership; we'll put it to a vote! It will do things for all of us. In case you like the idea, express yourself in writing. A 1c post card will do the trick. Address all cards to: THE CAROLINA JOURNAL OF PHARMACY, P. O. Box 151, Chapel Hill, N. C.

"Thanks, thanks a million—"

JIM COBB.

SERVICE RECORDS

GEORGE EDWIN ROYALL, JR.

Elkin regained two pharmacists recently when George and R. L. Irwin received their discharges—George from the Army—and Luke from the Navy.

George entered service November 18, 1942 at Camp Croft, S. C. He reported for active duty at Fort Bragg and was then sent to M. R. T. C. at Camp Robinson, Arkansas. Upon completion of basic training there, he was transferred to the 216th General Hospital at Comp Forrest, Tennessee. By August of 1943 he had been promoted to rank of Technical Sergeant and was placed in charge of the Hospital Pharmacy. He left for overseas duty February 22, 1944, and while overseas was stationed in England, France, and Germany. He was returned to the States March 1, 1946 and received his discharge at Camp Shelby May 7, 1946.

George is associated with his father in drug business at the Turner Drug Company, Elkin.

ROBERT LOUIS IRWIN

Luke entered the Navy June 20, 1944, and received boot training at Camp Peary, Williamsburg, Virginia. He was transferred to Norfolk, Virginia, where he was sent to Mail Clerk School. Upon completion of 4 weeks' training he rated MaM 3/C. He was stationed at the Fleet Post Office Annex (Parcel Post Section) until time of discharge (March 20, 1946) under the point system. Luke is at the Elk Pharmacy, Elkin.

HUBERT LANIER FLYNN

After induction in the Army at Fort Bragg, April 7, 1944, Mr. Flynn left for Camp Barkeley, Texas, for basic training which he completed in August of 1944. He then entered the 454th Medical Hospital Ship Platoon as a pharmacist, and made five trips to the European Theatre of Operations. The platoon was disbanded August, 1945, and the personnel sent to England General Hospital, Atlantic City, N. J., where they stayed for two months. In October, 1945, they were sent to Fort Dix, N. J. and Mr. Flynn was assigned there as a pharmacist until he received his discharge (T/3) on April 12, 1946. He is now associated with MacKethan and Company, Fayetteville.

NORFLEET OWEN McDOWELL, JR.

Mr. McDowell was sent to the USNTC at Bainbridge, Maryland for Boot Camp and Hospital Corps School. He was then transferred to National Naval Medical Center, Bethesda, Maryland, March 14, 1945. A month later he received promotion to Ph.M. 3/C. While at Bethesda he worked in the Department of Neuropsychiatry.

He received his discharge April 6, 1946, two months after receiving a promotion to Ph.M. 2/C. Mr. McDowell is associated with his father in the drug business at Scotland Neck.

ARTHUR RICHARDSON JOHNSON

Upon entering the Navy, Mr. Johnson was sent to N. Y. Midshipmen's School, October 29, 1942. After being commissioned an Ensign February 17, 1943, he served one year at ATB, Little Creek, Virginia, and one year at ATB, Fort Pierce, Florida as boat group commander and flotilla commander in small boats. Prior to reporting to the USS Griggs as Group Commander, November, 1944, he had been promoted to Lt. (jg). The Griggs was training ship at Newport, Rhode Island for two months, after which she was sent to most of the Pacific Islands as Hawaii, the Marshals, the Carolines, Okinawa, Philippines, Espiritu Santo, Guadalcanal, and was assigned to the southern group for occupation of

Japan. After the war they were assigned to the "Magic Carpet," where Lt. Johnson was the ship's First Lieutenant and Damage Control Officer. After receiving his discharge at Shelton, Virginia, April 9, 1946, Mr. Johnson accepted employment at Nashville Drug Company.

SOLON SCOTT MINTON

Mr. Minton entered service April 14, 1942, and received his basic training at Camp Barkeley, Texas. He was transferred to Hoff General Hospital, and after 4 months' duty was promoted to Sgt. and recommended for O. C. S. He graduated and receiving his commission as 2nd Lt. in the Medical Administrative Corps February 24, 1943, was assigned to the 229th Station Hospital, Camp Rucker, Alabama, as Plans and Training Officer, with additional duties of transportation, mess and supply officer. In January, 1944, he attended Assistant Battalion Surgeon's School and was assigned to Medical Detachment, 144th Inf. Regt. at Camp Van Dorn, Miss. He received promotion to 1st Lt. September 25, 1944. On July 31, 1945, he departed Port of Embarkation, San Francisco, and arrived in Manila, P. I., August 21. He was later transferred to Japan and assigned to 167 Evacuation Hospital as Supply Officer. He received orders to the United States January 18, 1946 and was separated from the service on March 25, 1946, upon completion of terminal leave. Mr. Minton has returned to his former employment, pharmacist at Elson's Pharmacy, Enka.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

Oculens
SUN GLASSES

Quality Sun Glasses Smartly Styled

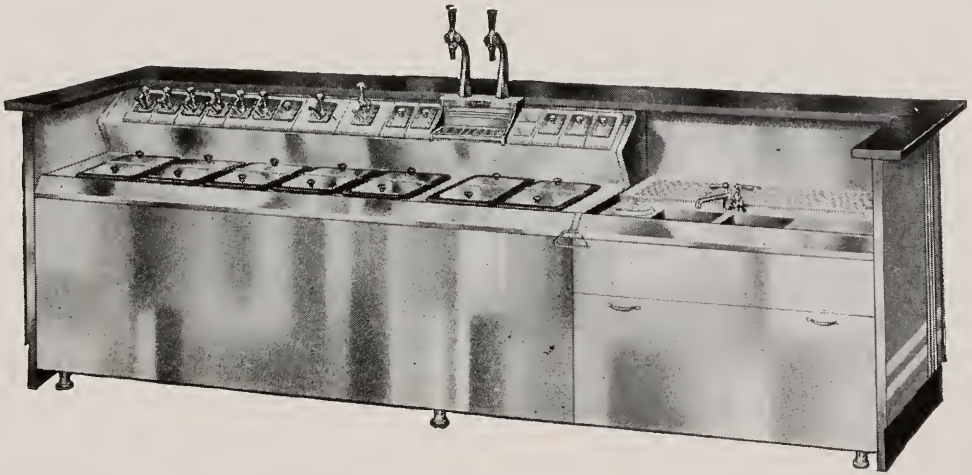
OCULENS SUN CHIEF $2.50
Neat, conservative style.
For all round use.
Others in stock from $1.98 to $12.00

When you wear **OCULENS SUN GLASSES** you enjoy the best in eye-protection, eye comfort, clear clean true-color vision. Lenses are precision processed to high optical standards; frames and hinges are of the finest materials available.

THE PEABODY DRUG COMPANY
DURHAM, N. C.

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

STANLEY KNIGHT



PRESENTS
THE STREAMLINER—MODEL 1250

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

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Howell Hall Happenings

Tommie Holden, *Reporter*

Spring Quarter has very quickly flown and before we know it most of us will be leaving for a much-looked-forward-to summer vacation. It's been a grand year—full of fun and work and pleasant memories. Let's end it by wishing all the seniors the best of luck in their venture into the world. We hate to see them leave.

Tuesday afternoon, April 9th, Allen Sinclair, President of the School, called to order a mass meeting of the Student Body. The purpose of the meeting was to present the budget of the School for 1945-46 and plans for the Pharmacy Week-end as drawn up by the Budget Committee. After much discussion the budget was approved by those present. The following committees for the big week-end were announced: Picnic Committee, Betty Hanna, Chairman, Emily Aliton, Dave Claytor, Dave Masengill, Jesse Stewart; Dance Committee, Tommie Holden, Chairman, Reeves Hawkins; Decorating Committee, Robert Seaborn, Chairman, Patsy Burgiss, Peggy Ann Costner, Ralph Knox, Maryellen Milloway, Charl Sanders; Figure Committee, Ellen Macon, Chairman, Mary Harris, Florence Lee, Travis Uzzell.

Tuesday night, April 16th, a regular meeting of the Pharmacy Senate was called to order by the Chairman, Evelyn Shugar. Two new members presented their "inaugural speeches": "Malaria" by Mildred Showalter and "Effects of Overdosage of Aspirin" by Jean Synder. Maryellen Milloway was in charge of the program for the evening and presented an interesting talk on "Heart Diseases." After a short business session, the Senate was adjourned.

On Thursday evening, April 18th, a meeting of the Pharmacy Girls' Association was called to order for the purpose of planning a picnic for the members of the Association, their dates, and members of the faculty and wives. The members also voted to adopt a proposed sketch for a key representing the Association. Plans were made to raise funds for the picnic and the key. The meeting was then adjourned.

Monday evening, April 22nd, a regular meeting of Kappa Epsilon was held. The seven new initiates were welcomed to their first meeting and were presented with membership certificates. A short business session followed.

At a regular meeting of the Phi Delta Chi Fraternity on April 8th, Lacy Gilbert was elected as the new vice-president and George Morgan, Clayton, the Business Manager.

Lena Silvers presided as chairman at a meeting of the Pharmacy Senate Tuesday night, April 30th. The program consisted of speeches by three members: Doris Bizelle, "D. F. D. T."; Mary Harris, "Diabetics Specialties"; and Maryellen Milloway, "Types of Customers."

The everlasting rain of Chapel Hill did not drown out the long planned picnic of the Pharmacy Girls' Association. The girls outwitted the rain this time. Friday evening, May 3rd, the girls, their dates, and members of the faculty and their fami-

(Continued on Page 215)

Selling Your Customers For YOU

Millions of Newspaper Readers Every Week and Millions of Radio Listeners Every Day

RELIEVES HEADACHES

BC

. . . and soothes Nerves upset by

HEADACHE *and* **NEURALGIA**

The prescription-type ingredients in the "BC" formula are readily assimilated. That's why "BC" offers relief from headaches, muscular aches and neuralgic pains.

Nerves ruffled and upset by minor pains are also gently soothed by the quick-acting "BC" ingredients. Keep a 10c or 25c package handy. Use only as directed. Consult a physician when pains persist.

B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

HOWELL HALL HAPPENINGS

(Continued from Page 213)

lies met in one of the labs of Howell Hall to enjoy a "modernized" picnic. The "lab" atmosphere was soon forgotten when the delicious aroma of food came forth. Frying pans and hot plates brought forth a mass production of fried wieners. Even the lab ovens proved useful for heating the rolls. The menu consisted of wieners, slaw, cokes, and cookies. The singing of the group sitting around on the desk tops was the highlight of the evening. The Pharmacy Girls proved that "rain or shine, a picnic *can* go on!"

At a regular meeting of Kappa Epsilon Monday evening, May 6th, Doris Bizelle of Greenville, N. C. was pledged into the sorority. Following the pledging ceremony, refreshments were served by Mildred Showalter and Betty Yates.

The long awaited Pharmacy Week-end got underway on Friday night, May 17th with a picnic for the members of the school, their guests, and the faculty and their families.

The picnickers—clad in dungarees and sweat shirts—left Graham Memorial at 5:00 p.m. for Hogan's Lake. When they arrived, they found early arrivals already organizing a softball game. After the game, the picnickers entered into a scavenger hunt. Evelyn Shugar and Sandy Minnix were the first to return with everything from a frog to a black cat.

Then "come and get it"—food aplenty —wieners, slaw, potato chips and sandwiches were served to those present. The picnic ended with everyone sitting around a big fire singing familiar songs.

The highlight of the "big" week-end was the semi-formal dance held in the Women's Gymnasium Saturday night, May 18tl., from 9:00-12:00 with the "Carolinians," a local orchestra, playing. The gym was gayly decorated with bright-colored balloons and posters around the walls showing familiar scenes of the campus—the theme being "Memoirs of Carolina for the Seniors." The main attraction of the dance was the colorful May Pole dance for the figure. The sponsors for the dance were: Miss Jean Lyerly, Belmont with Allen Sinclair, President of the School, Norwood; Tommie Holden, Vice-President of the School, Bunnell, Fla., with Samuel Black, Asheboro; Emily Aliton, Sec.-Treas. of the School, Port Jervis, N. Y. with Dave Claytor, Hillsboro; Betty Hanna, Rep. to Student Legislature, Hickory with Mac Warren, Garland; Doris Hawkins with Reeves Hawkins, President of the Pharmacy Senate, Clyde; Mildred Showalter, Rho Chi, Raleigh with Henry Spiers, Raleigh; Ellen Macon, Pharmacy Girls Association, Mount Airy with Hal Dickens, Williamston; Florence Lee, President of Student Branch of N. C. P. A., Mount Dora, Fla. with Vic Johnson, Asheville; Mary Jane Failing, Belleville, N. J. with Herbert McKeithan, Phi Delta Chi, Raeford; Patsy Burgiss, Sophomore Class, Sparta with Charl Sanders, President of Kappa Psi, Sommerville, Tenn.; Jessie Keith, Carr with Jesse Stewart, Senior Class, Wallace; Fate Burnett, Kappa Epsilon, Black Mountain with Ralph Knox, President of Freshman Class, Boaz, Ala.

The events of the week-end were a huge success and a lot of fun. Here's to more like this one!

Barbecue Picnic

Members of the Raleigh Woman's Drug Club entertained at a barbecue picnic for their husbands and guests at Pullen Park, Raleigh, on Friday evening, May 31st. Approximately 100 members of the Club and invited guests attended.

Mr. and Mrs. E. C. Daniel of Zebulon, Mr. and Mrs. W. R. Adams of Angier, Miss Alice Noble and Mr. and Mrs. W. J. Smith of Chapel Hill attended the party as guests of the Club.

Generous servings of tasty barbecue and barbecued chicken were passed out to the picnickers, who had lined up for the occasion in front of the Park's lake pavilion. And with no formal speech making, everyone had opportunity to catch up on the latest news.

Lizzie Hancock Chapter of the Woman's Auxilary of the N.C.P.A.

Another "first" was instituted when the women of the "drug family" of four counties, Franklin, Granville, Vance, and Warren, met and organized a four-county auxiliary of the Woman's Auxiliary.

The first meeting was a coffee hour honoring Mrs. J. C. Jackson, then president of the Woman's Auxiliary, at the home of Mrs. D. D. Hocutt in Henderson. This included only the Henderson ladies. It was decided at this meeting to invite the other counties to join with them.

On April 12th there was a meeting to which these women were invited—this was a luncheon at the Vance Hotel, with Mrs. D. D. Hocutt as hostess. At that time the Chapter was named for Mrs. Hancock, first president of the State Auxiliary. The following officers were elected at that time: Mrs. D. D. Hocutt, President; Mrs. L. W. Henderson, Franklinton, First Vice-President; Mrs. W. L. Stone, Franklin, Second Vice-President; Mrs. C. E. Page, Jr., Secretary-Treasurer; Mrs. J. G. Tolson, Membership Chairman; Mrs. C. B. White, Reporter.

At the conclusion of the luncheon, Mrs. Henderson invited the members to a tea at her home in Franklinton for the next meeting.

MRS. D. D. HOCUTT
Henderson

Tarboro—A. B. McLeod, formerly of Jacksonville (Ketchum Drug Company), is now an employee of The Tarboro Drug Company. Mac is well known throughout Eastern North Carolina, where for many years he represented The Norwich Pharmacal Company.

Lenoir—Ebb Smith of the Lenoir Drug Store writes from Boston: "Fishing is good but the weather is cold."

Valentine's Meat-Extract

1 4/5 ozs. net

1 dozen at list $9.00 through wholesaler.

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Future Prospects for Adequate Drug Store Outlets, as Related to the General Public Health

By H. C. McALLISTER
Secretary-Treasurer
N. C. Board of Pharmacy

It is fortunate that the phrase, "As Related to the General Public Health" has been added to the title of this discussion, since it seems that the future of pharmacy as a profession depends on how well it serves the health needs of the community.

Pharmacy's ambition for public recognition through the years presents a very interesting pattern of peaks and depressions in the ever ascending course it has pursued. The necessity of pharmaceutical service, separate and apart from other health services, has long been recognized. As early as 1240 the German Emperor Fredrick II issued an edict applying to the dual Kingdom of the Two Sicilies which created pharmacy as an independent branch of the health services. This was to be the Magna Charta of the profession of pharmacy. Soon all of the countries of Europe developed along this same line. Here was the first opportunity pharmacy had to establish itself as an exclusive vocation, and indeed, it was so established in varying degrees for several centuries.

With the American Revolution there occurred a recession in the practice of pharmacy as an independent health service. From old records it is found that medical practitioners consisted of "surgeons, apothecaries, or such as have only served apprenticeships to those trades." Many general stores were engaged in the distribution of drugs also. Here is the first evidence that pharmacy in America could not maintain itself as a self-supporting vocation. This fact was recognized in Europe where, in addition to limiting the number of pharmacies by governmental licensing, monopolies were granted for non-medicinal merchandise. In the early 19th Century there appeared in the United States the first educational institutions devoted to the teaching of pharmacy. These schools exerted their influence on again separating pharmacy from the other health services. Progress in this direction was slow. The influence of German pharmacists located in the United States stimulated some interest in the profession, in that their training was on a higher scientific level.

It was not until about the time of the first world war that the full possibilities of pharmacy as a self-supporting profession was recognized. Pharmacists had grown too accustomed to the idea that other non-pharmaceutical merchandise was necessary for the economic success of the drug store. During the ten-year period that followed, pharmacy had its best opportunity to develop into the exclusive health service which it had sought for many years. It is regrettable that this opportunity was not utilized to any great extent.

The course of events since that time is well known—the over expansion of the pharmaceutical manufacturing industry, the effect of the syndicated interests, the modern concept of merchandizing methods, the wonderful discoveries of therapeutic agents, the development of the practice of hospital pharmacy, and many others. By no means have these all been bad. Today pharmacy

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Believing it to be especially significant at this time, we reproduce an address presented by Secretary McAllister at a recent meeting of the National Association of Boards of Pharmacy, 3rd District, held in Birmingham, Alabama.

Professor M. L Jacobs, Acting Dean of The U. N. C. Pharmacy School, and I. T. Reamer, Durham, a member of the N. C. Board of Pharmacy, accompanied Mr. McAllister to Birmingham.

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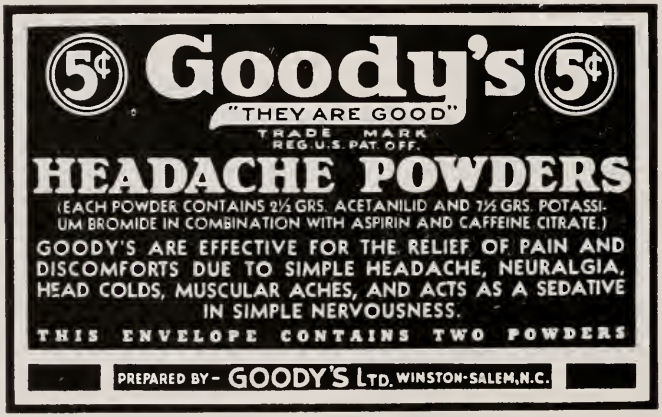

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WINSTON-SALEM, N. C.

ADEQUATE DRUG STORE OUTLETS

(Continued from Page 217)

finds itself at the threshold of a new era in pharmaceutical practice. Its position is not unlike that which it faced after the last world war except that it is now eminently better qualified to determine the course of future events. In support of this statement, several facts can be enumerated.

The pharmacists who have been trained during the past ten years, on the whole, have had an average of twice as much college training as those of the period just mentioned. The effects of the four-year course are just beginning to be felt. They are being reflected from many directions. The educational qualifications are now on a basis more comparable to that of the physician with whom the pharmacist must work. The pharmacist is more able to intelligently discuss problems involving the two. He is in a position to wisely guide the physician in the choice of the most desirable medications. This position is of vast importance, especially in the field of hospital pharmacy. It is while the interne is being trained that his prescribing habits are formed.

Recognition of the pharmacists' ability to serve the public health has been accorded through their appointment to many city, county, and state Boards of Health. In the state of North Carolina it is mandatory that there be a pharmacist on the county Boards and the State Board of Health.

Aside from his increase in technical training, there are many other effects that result from the fortification of the pharmacists with a superior education. To mention a few—his increased value as a well-rounded citizen of the community, his enlarged capacity for social intercourse, his better business training are important. The present training program is splendid, however, it may not yet be enough.

The improvement in the quality of the pharmacists is one of the most important factors in dealing with pharmacy's future relations to the public health. There are others. The great expansion in the range of potent and therapeutically effective medicinal agents with the resultant necessity of proper handling of these agents along with dissemination of accurate information concerning them, places the pharmacist in the position of a consultant. With the prospect of the expansion of modern air travel to remote communities, the pharmacists located there will be able to render the same rapid services in supplying unusual medications as those located in the urban areas near the source of supply. The list of factors which will influence pharmacy's future could be extended at great length.

To get back to the problem of adequate pharmaceutical service, it should be asked if the present-day drug stores are offering the quality of health service which is necessary to the general welfare of the public? It is the belief of many people that these stores are not all rendering the high type of service that is represented by the ideals of the profession. In view of this condition, what is to be expected in the immediate future and in the years to come? Before entering into the discussion of what the prospects are for future adequate drug store outlets, it might be useful to answer the question, "What ratio of population to pharmacy is necessary to support a pharmacy that renders purely and adequate health service to the exclusion of unrelated services?" Or to frame the question more bluntly, "Which better serves the public health, commercial or professional pharmacy?" This question can not be honestly answered by stating, "Both." Certainly not in the terms of the present understanding of these two divergent fields. It would seem desirable, then to define the scope of a professional pharmacy which renders an adequate health service. To set forth the terms of such a definition would necessitate the enumeration of all that is good and all that is bad about pharmacy today. Therefore, it can best be defined by implication. One definition has been proposed something to this effect, "A professional pharmacy is one which derives fifty per cent or more of its revenue from the prescription department." A definition of this sort seems simple enough for the purpose of classification, but what of the remaining fifty per cent of the revenue not derived from the prescription department?

An accurate breakdown of the average drug store sales is difficult to ascertain. It is known what percentage of the total volume of the average drug store sales is

(Continued on Page 221)

PHARMACEUTICALS

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MANUFACTURING CHEMIST **L. P. MAYRAND** GREENSBORO NORTH CAROLINA

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ADEQUATE DRUG STORE OUTLETS

(Continued from Page 219)

accounted for by prescription. The relationship of this total volume to that of other items is also known. From these data the following table can be constructed for the average drug store sales.

Prescriptions	13.6%
Home Medicaments	16.0%
Vitamin Concentrates (not on R)	3.1%
First Aid Goods	1.8%
Foot Products	0.6%
Sick Room & Surgical Supplies	1.4%
Feminine Needs	3.8%
Oral Hygiene	3.8%
Baby Goods	1.9%
Personal Cleanliness Items	3.8%
Hair Health Items	1.6%
Sun Glasses & Goggles	0.2%
Health Foods	0.3%
Home Sanitation	1.1%
Animal & Poultry Products	1.4%
All Others	44.58%

From these figures it is apparent that the average drug store falls far short of meeting the definition of a professional pharmacy. It may be stated by some that a purely professional pharmacy is not desirable, that the drug store of today is a unique American institution, and that the store as it is presently constituted is what the American public wants. There is some validity to this statement, yet the practice of pharmacy in these stores in the past has not attained the professional prestige to which it is believed pharmacy is entitled.

It might be of interest to see what would happen if the drug stores were converted to stores falling within the "fifty per cent" definition, but handling only those items listed. For this purpose it is not unreasonable to suppose that the demand for such things as sick room supplies, material for infant care, health foods, first aid material, etc. will prevail in the same proportion as the demand for prescription service. The revenue for these items is recalculated on the basis of fifty per cent of the revenue from the prescription department. This can be done by multiplying the above figures by the factor 3.6. Such a picture would be something like this:

Prescriptions	50.0%
Home Medicaments	57.6%
Vitamin Concentrates	11.1%
First Aid Goods	6.5%
Foot Products	2.2%
Sick Room & Medical Supplies	5.0%
Feminine Needs	13.1%
Oral Hygiene	13.1%
Baby Goods	6.8%
Personal Cleanliness Items	10.3%
Hair Health Items	5.8%
Sun Glasses & Goggles	0.8%
Health Foods	1.1%
Home Sanitation	4.0%

A total of 188%. Obviously, this is impossible. If we are to continue offering the health service that is believed to be represented by the items listed, a better formula defining a drug store offering a complete health service will have to be devised. Data will be presented shortly which indicate that a reduction in the number of existing drug stores is desirable. However, the "fifty per cent" formula can not be used as a standard by which to gauge this reduction. The list of items upon which the above calculations were based represents a minimum of health items that would constitute an adequate health service, yet it does not contain such things as biological stains, quantitative laboratory reagents, a limited list of surgical instruments and appliances, standardized solutions, and a host of other items which the average drug store does not normally supply. It does not include cosmetics and perfumes, photographic supplies, etc., which many believe should be distributed through drug stores. Provision should be made in any definition of a drug store rendering an adequate health service to permit it to distribute a full line of health items. It is not believed, however, that such a pharmacy would have the time or inclination to serve full-course meals or sell Teddy bears. It seems reasonable also that if some of the items from which the 44.58% of the revenue unaccounted for above were deleted from the stock of the drug stores, those merchants who normally sell that merchandise would be less inclined to stock those items usually thought of as being distributed through the drug store.

An examination of the distribution of existing drug stores should be made to determine if any should be eliminated. Based upon the report of Secretary Costello, there

(Continued on Page 223)

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ADEQUATE DRUG STORE OUTLETS

(Continued from Page 221)

were 46,883 drug stores in the United States in 1944. (Idaho, Michigan and Nevada not included.) By subtracting the population of these three states from the total population of the United States and dividing the remainder by the number of stores included in the report, a ratio of one drug store to a population of 2650 is obtained. The ratio of the states in District No. 3 is one drug store to 3627 population. For the individual states the ratios are as follows:

Alabama .....1—4313
Georgia .....1—3281
Florida .....1—2601
Mississippi .....1—4216
North Carolina .....1—4387
South Carolina .....1—3605
Tennessee .....1—3958
Puerto Rico.....Figures not available

(Figures include hospitals offering prescription service to public.)

It will be noticed that there are considerably fewer stores per population in this district than in the United States as a whole. A review of the reasons for this condition would doubtless prove interesting and valuable in studying the problem now being considered, but it would prolong this discussion unnecessarily.

In dealing further with the problem of eliminating some of those stores which now exist and which it is believed are not offering adequate health service, the remarks will be confined to conditions as they exist in North Carolina. During the past ten years, the number of drug stores in that state has declined approximately ten per cent. Among the many reasons for this decline, the two major are: First, the shortage of licensed pharmacists and second, the restraining activities on the part of the Board of Pharmacy, such as minimum equipment requirements and adequate licensed personnel requirements, as they relate to the opening of new stores. It is along these lines that the Board of Pharmacy can exert its greatest influence in bringing about changes for the betterment of public health service. It is believed that most Boards will be surprised at the broad powers granted by a basic pharmacy act to regulate the operation of drug stores should they undertake to explore its possibilities.

It was further found that there is a poor distribution of drug stores in the state. Selecting the arbitrary figure of 35,000 as the dividing line between urban and rural population and including the trading areas of those towns over 3500, it was found that the ratio of drug stores to population was as follows:

Town	Number of Stores	Population Town	Populations Trading Area Estimated
A. (Asheville)	21	51,310	65,000
B. (Charlotte)	33	100,899	175,000
C. (Durham)	17	60,195	73,000
D. (Greensboro)	25	59,319	63,000
E. (High Point)	17	38,495	45,000
F. (Raleigh)	27	46,897	55,000
G. (Wilmington)	15	33,407*	50,000
H. (Winston-Salem)	26	79,815	85,000
Total	181	470,347	611,000

* All population in suburbs not included in census.

Summary:

Urban 1—3375, Rural 1—4845

It is believed that an analogous situation exists in all of the states of the district.

Since it appears desirable to reduce the number of stores, it would seem that they could best be eliminated from the urban areas. Adopting the number of prescriptions filled in the store as a criterion of the health service rendered, this becomes more evident. Current surveys show that while the average number of prescriptions filled in the urban stores is about the same as for the state as a whole, it was found that as many as thirty per cent of the stores in the urban areas filled less than fifteen prescriptions daily as compared with an average of slightly less than sixty per day for the state as a whole. This number includes new and refilled prescriptions. It is felt that this thirty per cent could be eliminated without endangering the public health. Not only could these stores be eliminated, but the survey shows that about ten per cent of the stores in towns with a population between 5,000 and 35,000 fill less than fifteen prescriptions per day.

These also could be eliminated. Should such a procedure be followed; 79 stores, constituting ten per cent of the total stores now operating in the state, would be eliminated. The closing of these stores would also have the very useful effect of releasing registered pharmacists to relieve an acute shortage and permit them to better utilize their professional training. To discourage the establishment of new drug stores in locations where they are not needed would serve as an additional means to further reduce the total number of stores. When an adequate reduction in the number of stores has been made, it can be predicted with confidence that a distinct improvement in the health service being offered in the drug store will be evident. The experience in North Carolina of having lost more than ten per cent of the total number of stores during the past ten years, is that it has not suffered a decrease in the amount or quality of the health service rendered. This loss explains to some extent the rather high daily average of prescriptions filled in the stores there.

The topic of "Future Prospects for Adequate Drug Store Outlets, as Related to the General Public Health" could be summarized as follows:

"The public needs not only fewer, but also better drug stores."

To effect an improvement of the conditions as they currently exist in the drug stores, several suggestions seem in order:

1. Secure the support of those engaged in the practice of pharmacy for a program of improvement of the stores. Without this support it is impossible to obtain a great degree of success. One needs only to point out the experience in Kentucky, where the Model Pharmacy Act had been passed by both houses of the Legislature, but was vetoed by the Governor when about 10% of Louisville pharmacists out of the more than 100 there made representation to him opposing it.

2. Train a superior type of man to practice pharmacy. Although opinion has not crystallized as to the adequacy of the present four-year course, there has never been a better opportunity to select the men who enter the profession. To select and train a higher type of man will automatically improve the health service rendered in the drug store.

3. Obtain better cooperation among the several states. (As this topic will be discussed later on the program, no further mention is necessary here.)

4. Secure the revision of inadequate pharmacy laws and more aggressive action by those charged with the enforcement of these laws. Probably one of the greatest single factors contributing to the over supply of drug stores is the lax manner in which the pharmacy laws have been generally enforced.

Should time permit, there are other "musts" that could be enumerated, however, it is felt that they are well displayed in the proceedings of this organization. In closing, the question should be asked, "Are the present-day drug stores discharging their obligation to the public health to the fullest extent?" Unless some of those engaged in the operating of these stores continue to deceive themselves with their economic success, the question is bound to be answered, "No." The present affords pharmacy the best opportunity it has ever had to obtain its desired position. This may well be the last opportunity to preserve pharmacy in the retail drug store as it is known today. The future can not be predicted, but it behooves those who have been entrusted the protection of the interest of the public and of the profession to exert themselves to the fullest extent to bring about what is believed to be an adequate pharmaceutical service as it relates to the general public health. The time has now grown short.

News Notes

Hubert Flynn of Fayetteville is the new owner of the Service Drug Store, Pinetops. . . . Thomas' Drug Store of Varina has recently remodeled and installed a 1946 model, larger unit, Bastian Blessing soda fountain. . . . The railroad strike caught P. J. Suttlemyre of Hickory in Rochester, Minnesota. . . . L. W. Aiken has shifted from Asheville to Mars Hill where he is prescriptionist at the Mars Hill Pharmacy. . . . Walgreen of High Point has added R. G. Kale and V. J. King to its staff.

(Continued on Page 199)

Will the Ghosts of LOST SUMMER SALES *Haunt you?*

yes — **If you fail to suggest and display every possible vacation need, to every customer who is leaving for a long vacation or —just a week-end jaunt . . .**

no — ***If you will make up a check-list of vacation items now—and remind each customer of each need—including the indispensable large size package of ALKA-SELTZER!***

You can help remind your summer customers about Alka-Seltzer if you will display it with your vacation needs in prominent spots; window, floor and counter! Please remember that Alka-Seltzer advertising can send customers into your drug store—but you must sell them! Prepare that suggestion list of items now—for a whale of a summer season. America is back on wheels — needing just about everything you've got to sell.

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The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

Congressman Carl T. Durham Renominated to Congress in Sixth Distr Runoff Primary, June 22nd. The vote: Durham, 16,386; Rives, 14,588

June, 1946

lume XXVII Number 6

N. C. P. A. OFFICERS - ELECT

— Page 235

A solar system is born

This is an astronomer's picture of one of the truly stupendous creations of nature. It is a spiral nebula—a vast mass of incandescent matter into which the solar system could be placed many times over. According to astronomers, in the millions of years to come the massive fragments will cool and solidify, forming planets to revolve around the central sun. Here, in the birth of a solar system, are expressed various fundamental physical laws which give the universe purpose and direction.

From the movements of the stars and the planets to the tiny atom, fundamental laws govern everything in the universe. In the field of retail pharmacy, laws of human behavior and economics govern the degree of success which a business may enjoy. The Lilly Policy, which embraces quality of product, progressive research, and ethical marketing practices, attempts equitably to apply these laws for the benefit of all who come beneath its scope. The Lilly Policy is your Commercial Bill of Rights, your guarantee of straightforward, fair dealing.

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Report

TO AMERICAN PHARMACISTS

The Parke-Davis campaign to better acquaint the public with the profession of pharmacy is continuing in the SATURDAY EVENING POST. This "Know Your Pharmacist Better" series of full-page messages was launched in September, 1944, and each advertisement since that time has carried its story to a potential audience of over fourteen million readers.

Each message is designed to accomplish a definite public relations mission . . . to bring added prestige to the calling by pointing out a specific health service rendered by pharmacists.

Specimens of a number of the advertisements are reproduced on this page, and the response to them and to the others in the series has been most enthusiastic. Thousands of reprints have appeared in windows and on counters. Hundreds of pharmacists have written letters showing their appreciation of the campaign—the first constructive, continuing public relations effort devoted to furthering the interests of the profession.

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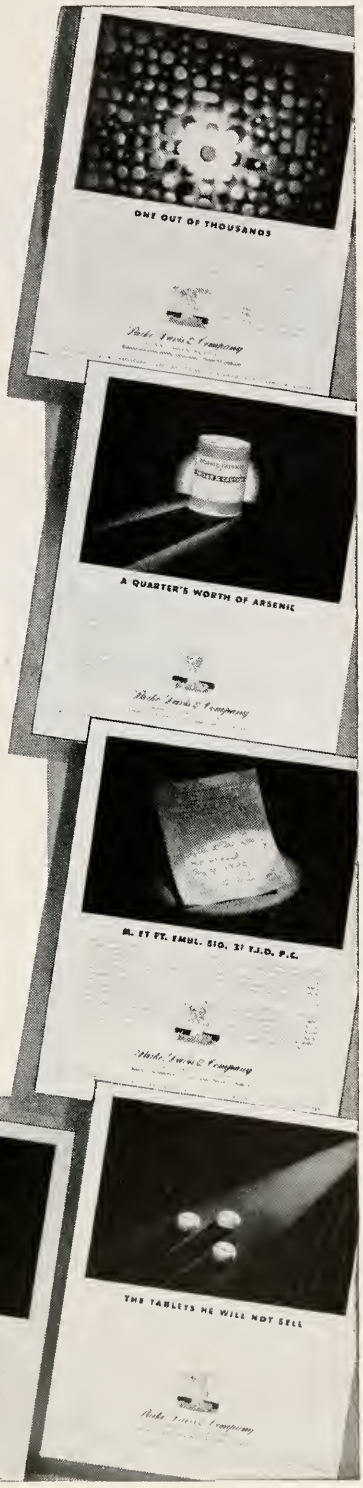

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Eased Quickly with "BC"

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B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST **L. P. MAYRAND** GREENSBORO NORTH CAROLINA

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE Charlotte N. C.

N. C. Branch Offices at

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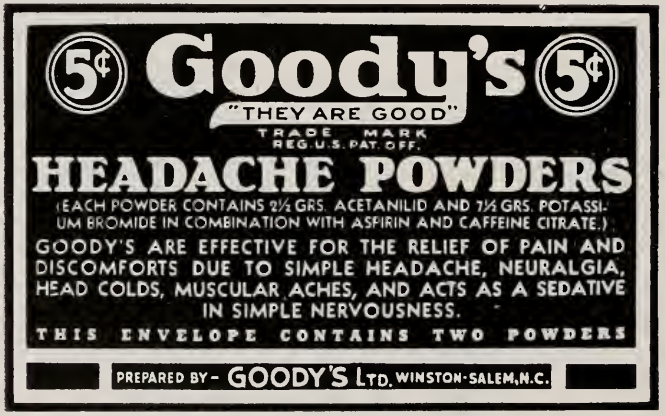

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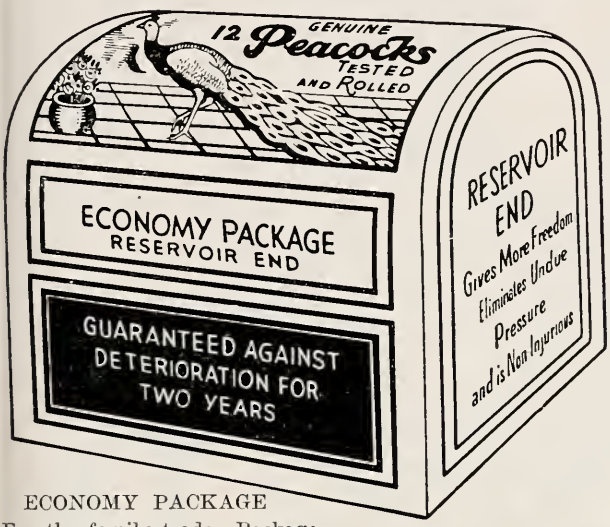

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Every week, millions of radio listeners join the fun at Jack Haley's Soda Fountain in the Sealtest Village Store. You can draw many of these loyal fans to your Fountain by serving *Sealtest*... America's largest-selling Ice Cream.

Southern Dairies

Sealtest

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Sealtest, Inc., and associated companies are divisions of National Dairy Products Corporation

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Look to the future in your planning for soda fountain profits. Remember that Sealtest Ice Cream is the largest-selling brand in America, by far. Remember that it has been promoted, all through the years of scarcities, by a top-ranking national radio program: by newspaper advertising in selected markets: by strong store identification and display: by intelligent fountain promotion keyed to your needs.

All of that activity continues, today stronger than ever, headed by Jack Haley and his highly popular Sealtest Village Store Radio Program. It is the kind of hard-hitting promotion that makes your Sealtest Franchise more and more valuable each day.

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII JUNE, 1946 No. 6

Plans for the Future

An extensive program of activities has been prepared by the officers of the Association for the balance of this year. Some of the work stems directly from action taken at the recent N.C.P.A. Convention in Asheville; other projects have been developed as progressive steps in the Association's desire to be as helpful to its members as possible.

A meeting of the E. F. Kelly Memorial Committee will be held in Raleigh, June 27th, at which time a decision will be made as to what North Carolina pharmacists should do to honor the memory of the late Dr. E. F. Kelly, a native of Moore County and for many years Secretary of the American Pharmaceutical Association.

John A. Goode, a close, personal friend of Dr. Kelly, is chairman of the committee, and serving with him will be the following: E. F. Rimmer, Sanford; M. L. Jacobs, Chapel Hill; Kelly Bennett, Bryson City, and I. T. Reamer, Durham.

T. J. Ham, Jr., of Yanceyville, Chairman of the Headquarters Building Committee, has arranged a meeting of his group in Greensboro on July 10th at the O. Henry Hotel. The primary objective of the Committee will be to raise $25,000 for the construction of a building in Chapel Hill to be known as "The North Carolina Institute of Pharmacy."

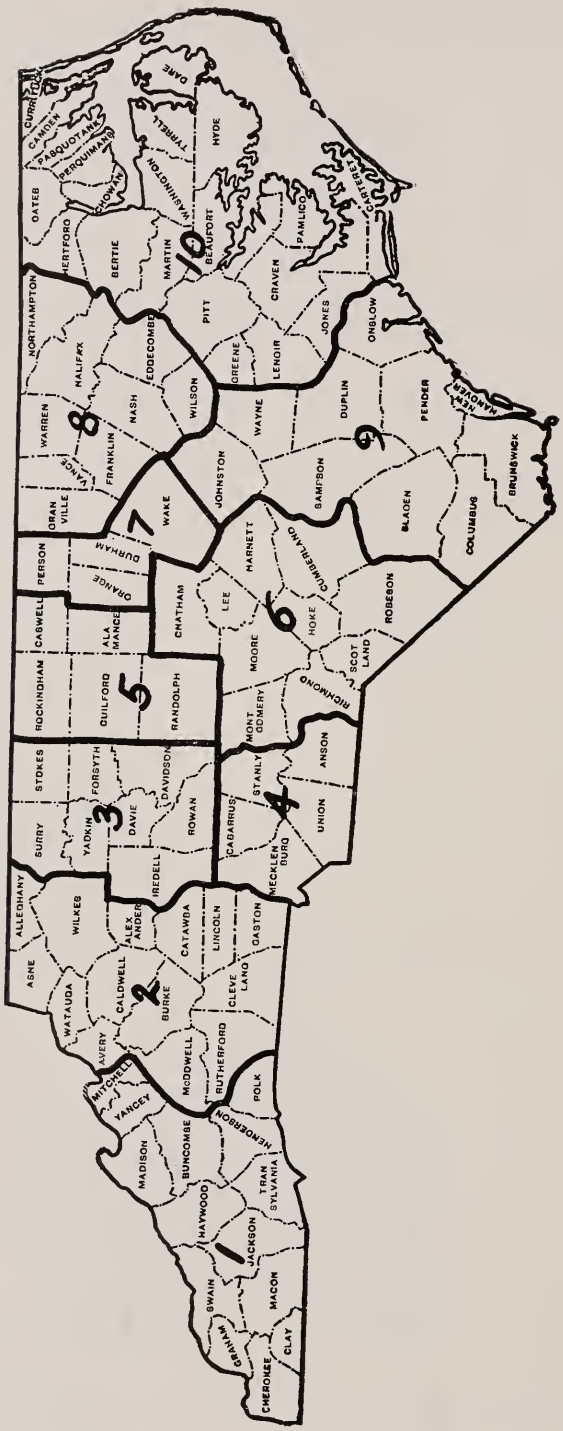
Ten district chairmen will serve with Mr. Ham. They are: District 1, J. A. Goode of Asheville; District 2, P. J. Suttlemyre of Hickory; District 3, W. A. Gilliam of Winston-Salem; District 4, R. P. Lyon of Wadesboro; District 5, Roger A. McDuffie, Greensboro.

District 6, W. R. Adams, Angier; District 7, Ralph P. Rogers, Durham; District 8, Octavus Griffin, Roanoke Rapids; District 9, B. R. Ward, Goldsboro; District 10, D. R. Davis, Williamston.

Late in July the first meeting of The North Carolina Pharmaceutical Council will be held. The Council is an all-industry group appointed by the President of the N.C.P.A. to act in an advisory capacity to the Association in originating ideas and helping to effectuate plans to elevate the profession. The Council will be limited to 50 members made up of representatives of the N.C.P.A., The T.M.A., The Woman's Auxiliary, wholesale and manufacturing concerns, suppliers, etc.

In the early fall ten district meetings will be sponsored by the Association—one meeting in each of the districts as indicated on the map reproduced on page 234. The purpose of the district meetings will be to "take the Association to the members"; to provide an opportunity to members and officers alike for free and open discussion of questions deemed pertinent at the time, and to provide some entertainment for fun and relaxation.

Tentative plans call for registration in the late morning, a business session in the afternoon, followed by a dinner and entertainment at night. In no case will a member have to drive more than three hours to reach a meeting.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Roy Burgiss, N. C. P. A. President-Elect

T. Roy Burgiss of Sparta, First Vice-President of the N.C.P.A. and former legislative representative from Alleghany County in the General Assembly, will lead the Association in 1947-48. His election to the presidency of the Association was announced by the Board of Tellers following a canvass of the mail ballots in Zebulon, June 19th.

Serving with Mr. Burgiss will be the following successful candidates: First Vice-President, T. G. Crutchfield of Greensboro; Second Vice-President, J. C. Jackson of Lumberton; Third Vice-President, W. A. Ward of Swannanoa.

J. C. Brantley, Jr., Raleigh pharmacist, will be recommended to the Governor of the State for appointment to the Board of Pharmacy for a five year term. President E. C. Daniel was selected as a member of the N.C.P.A. Executive Committee for a three year term.

President-Elect Burgiss was born in Jennings, N. C., in 1904. He attended Elkin High School and the University of North Carolina School of Pharmacy graduating from the latter institution in 1925. For a number of years he was associated with Abernethy's Pharmacy of Elkin and while with this firm he had as his co-worker, the immediate past-president of the Association, Mr. W. A. Gilliam of Winston-Salem.

He is proprietor of the B. & T. Drug Company in Sparta, has served as mayor of his city, chairman of the Alleghany County Board of Education and chairman of his county's Democratic Committee. Official duties in the N. C. Rexall Club (Secretary-Treasurer) and Deacon in the Baptist Church help to keep Mr. Burgiss occupied.

E. T. Beddingfield of Clayton, T. J. Etheridge of Bailey, and M. B. Melvin of Raleigh, as members of the Board of Tellers, announced the results of the mail ballot election.

Five Granted Pharmacy Licenses

Five candidates were successful in passing examinations conducted by the North Carolina Board of Pharmacy, June 18-19, in Howell Hall of Pharmacy, Chapel Hill.

Those granted licenses to practice were Kenneth Lee Dingler, Mount Airy; Bernard O. Lockhart, Greensboro; Clement M. Neely (colored), Winston-Salem; Raymond E. Pethel, China Grove; and Mary Thomasine Slayton, Murphy.

Lockhart led the class with the highest average. He is a native of Virginia, and since returning from service, has been employed by McDuffie-Eubanks of Greensboro.

Kenneth Dingler accepted a position with the W. S. Wolfe Drug Company in Mount Airy; Raymond Pethel returned to his home town and is now associated with the China Grove Drug Company; Miss Slayton, who returned to the University for the practical portion of the examination, rushed back to Murphy so Uncle Walt (W. M. Mauney) could go fishing.

Members of the Board giving the examinations were J. G. Ballew, Lenoir, President; Roger A. McDuffie, Greensboro; I. T. Reamer, Durham; W. A. Gilliam, Winston-Salem; F. W. Hancock, Oxford, Adviser, and Secretary-Treasurer H. C. McAllister, Chapel Hill.

Mr. McDuffie presided in the absence of President Ballew who was unable to attend. This was the first meeting for Mr. Gilliam, who succeeded M. B. Melvin, Raleigh, as a member of the Board. Following recommendation of the N.C.P.A., Mr. Gilliam was commissioned a member of the Board on April 28th by Governor R. Gregg Cherry.

Districts

As indicated on the opposite page, the division of North Carolina into "districts" has now been completed. While no further announcements can be made at this time, the district map may be expected to become of increasing importance in the future, particularly as the Association sets up district meetings, conducts campaigns on a district basis, etc.

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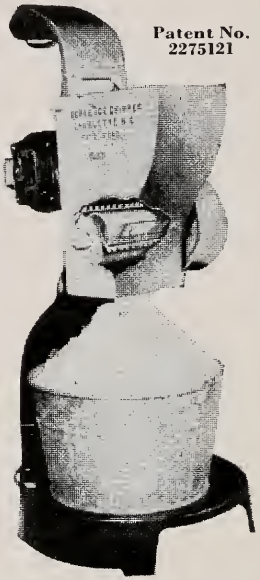

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A Welcome Gift

One of the most appreciated gifts which the N.C.P.A. has been privileged to receive—a complete set of THE CAROLINA JOURNAL OF PHARMACY and several bound copies of the Proceedings of the North Carolina Pharmaceutical Association—came to us through the thoughtful generosity of Mrs. J. G. Beard. The books were from the library of Dean Beard.

Because complete files of these issues were not owned by the Association, the thoughtfulness of Mrs. Beard in making this gift possible will long be remembered. This is further accentuated by the fact Dean Beard edited the JOURNAL for so many years, so we feel we have been given a specimen of his actual labor.

Gift plates are being prepared and will be inserted in each bound copy.

It Pays to Display

Compare and you'll agree it pays to display your wares, particularly the highly advertised ones. All of which is our way of introducing to you the results of a recent test made by a well-known manufacturer of a highly advertised drug product.

The following figures represent unit sales in ten different drug stores over the test period, two weeks each, with and without display:

Two Weeks No Display	*Two Weeks With Display*
10	59
11	92
7	69
31	121
46	128
36	115
9	55
61	171
29	98
14	106

One way to combat competition is, as indicated above, to display your merchandise. Millions of dollars are spent annually on creating consumer demand for the products you have to sell (someone has estimated $8,000 per pharmacy). So, why not make your pharmacy a part of this program by visually demonstrating to your customers that you have the merchandise?

Pharmacists of Old North State Society Meet

A representative group of pharmacists members of The Old North State Medical, Dental and Pharmaceutical Society (the oldest Negro medical society in the world) attended the 59th annual meeting, held in Raleigh at Shaw University on June 4-6.

Officers of the Pharmaceutical Section are: Willa V. Easley, Whiteville, president; W. R. Perry, Burlington, secretary; and York D. Garrett, Durham, treasurer and state representative. Special advisor to the Section is J. D. Douglass, Henderson.

During the pharmaceutical program, J. Thomas Hamlin of Raleigh, discussed "The Need for a Registered Pharmacist in Every Community." W. R. Perry of Burlington, Secretary of the Section, presented a paper on "Pharmaceutical Jurisprudence of North Carolina."

An explanation of the Veterans Administration proposed pharmacy contract was presented by H. C. McAllister and W. J. Smith. In the event the State Association signs a contract with VA, members of the Pharmacy Section of The Old North State Society will receive the service without cost.

Milk Shake Definition Deferred

Action on a proposed definition of "milk shake" was deferred indefinitely, following a meeting of various interested parties in the Board Room of the Department of Agriculture, Raleigh, on June 14th.

Following a report by Mr. C. W. Pegram, Chief of the Dairy Division, the group voted to approve a standard for milk shakes, but to defer setting this standard until a more practical definition can be worked out. At the present time, Pegram stated, the butterfat content of shakes sold throughout the State vary from 0.9% to 7%.

Minimum standards for milk (3.25%) and ice cream (10%) are already established.

W. J. Smith represented the State Pharmaceutical Association at the hearing.

Here Is What One Man Says About The N.C.P.A. Group Policy

MILLER DRUG COMPANY, INC.
PRESCRIPTION DRUGGISTS
MOORESVILLE, NORTH CAROLINA

Mr. W. J. Smith, Secretary — May 29, 1946
N. C. Pharmaceutical Association
Chapel Hill, North Carolina

Dear Mr. Smith:

Several months ago I purchased an insurance policy, through the Association "group", from the Inter-Ocean Casualty Company.

After purchasing the policy I developed a hernia, which required an operation. I went to the hospital April 1, and was out of the drug store for eight weeks.

Today, I received a check from this company for claim, which amounted to $211.66.

I am just taking this opportunity to express to you, as Secretary of the Association, that I can recommend this insurance to the druggists of the State.

Yours very truly,
(Signed) S. H. Price

Here Are Some Others Who Have Been Paid Claims

Joe Montesanti, Jr.	V. J. King	James L. Sutton
H. D. Collier	Walter Airheart	T. J. Ham, Jr.
S. P. Birkett	Lloyd P. Brookshire	R. H. Curtis
Michael A. Nicholson	John W. Martin	J. Carlton Jackson
James D. Brown	Amos Cornwell	John C. Williams
Elliott S. White	John Welch	John Elbert Smith
Earl K. Keith	Ralph T. Holmes	Fred M. Moss
H. Bryan Duffy	Waits A. Ward	Paul H. Thompson
William Tingen	Otis Aiken	James F. West

Still Being Paid

C. H. Bradford	Richard E. Young	A. Grover Poindexter
Jack Amram	Riley C. Maness	R. S. Everett
W. M. Salley	L. W. Jenkins	W. G. Thomas
Walter Adair		

For particulars write to

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Asheville Woman's Auxiliary

By MRS. JAMES HARRISON

The Asheville branch of the Woman's Auxiliary held their June meeting in the Candlelight Room of the Biltmore Plaza on the first Friday of the month. Luncheon was served and covers were laid for sixteen.

The president, Mrs. Lloyd Jarrett, presided. Hostesses were Mrs. Beaman Pinner, Mrs. F. A. Powell, and Mrs. H. L. Bishop.

It was decided to meet quarterly, the next meeting being scheduled for Friday, September 6th.

A visiting committee was appointed, the members being: Mrs. L. G. Crouch, Chairman; Mrs. Albert Chandler, and Mrs. James Harrison.

Hostesses for the September meeting will be Mrs. M. F. Teague, Mrs. C. L. Rackley, and Mrs. Hamilton Strom.

Engagements

The engagement of Miss Mary Frances Sansbury of Timmonsville, South Carolina to *Charles Russell McNeill*, son of Mr. and Mrs. *G. R. McNeill* of Whiteville, has been announced by Miss Sansbury's parents. The wedding will take place in October.

Another engagement of interest to JOURNAL readers is that of *Jane Elizabeth Streetman* of Marion, to Edwin A. Dalrymple of Jonesboro. The wedding will take place in the late summer.

Mr. and Mrs. *C. Dudley DuBose* of Roseboro, are announcing the engagement of their daughter, *Constance*, to Owen M. Jones, Jr., of Glen Ferris, West Virginia. The wedding will take place in the autumn. Miss DuBose is a graduate of the School of Pharmacy, and is pharmacist at City Hospital, Akron, Ohio.

Marriages

Mr. and Mrs. *A. Coke Cecil* of High Point are announcing the marriage of their daughter, *Mary Louise*, to Jesse Woodruff Brinson, on Saturday, June 8th at the First Methodist Church, High Point.

Pharmacist Cecil is known to many, not only for his pharmaceutical work, but as a magician who has entertained groups at different times. Until a few months ago, he was proprietor of Cecil's Drug Store, High Point.

His daughter, Mary Louise, was a student at the School of Pharmacy, in 1944.

Births

Mr. and Mrs. John A. Terrell, Jr. of Sanford, are announcing the birth of Cynthia Tull, on June 13th, at the Lee County Hospital. Little Miss Cynthia weighed in at 6 lbs. 9 oz. John is co-owner of Cole's Pharmacy at Sanford.

News Notes

Claude Suttlemyre, formerly of Charlotte (T. A. Walker), has been doing a bit of relief work for Carl Bowman in Conover. . . . Bill Gilbert of Conover will represent The Upjohn Company in part of Tennessee. . . . J. F. Carrigan of Granite Falls has sold the Caldwell Drug Store to one of his clerks and Brem Bonner of Hickory. . . . Carrigan is moving to Salisbury to go into the wholesale business with his father-in-law. . . . A new Stanley Knight Streamliner soda fountain has been installed in Gibson's of Concord. . . . Mr. and Mrs. W. L. West of Roseboro and Mr. and Mrs. J. C. Jackson of Lumberton attended a recent Rotary Convention in Atlantic City, N. J. . . . James R. Casteel, a native of West Virginia, has accepted a position with Martin's Drug Store, Canton. . . . P. J. Suttlemyre of Hickory and Tom Hood of Dunn (more recently of Dunedin, Fla.) have their Florida pharmacists' license after successfully passing the Board in that State . . . the exams were held in Gainesville, and according to P. J., "were pretty stiff." . . . Pvt. Jack Ranzenhofer writes from Camp Crowder, Missouri, but says he expects to be transferred at an early date. . . . Jack worked in Burgaw before teaming up with Uncle Sam. . . . Attorney F. O. Bowman has returned to his office after being confined to his home for the past six weeks . . . the rest took care of a heart condition which resulted from too much work. . . . L. B. Ring reports from Ozona, Florida: "fishing fine, the climate wonderful."

Seven Graduate from School of Pharmacy

Seven Bachelor of Science Degrees in Pharmacy were awarded at the graduation exercises at the University of North Carolina June 10th. The exercises, held in Kenan Stadium at 7 o'clock in the evening, climaxed a week of special programs and festivities honoring the graduates and their guests. In the absence of President Graham, Chancellor House read the farewell address to the students. Editor Josephus Daniels of the Raleigh *News and Observer,* and former Navy Secretary and Ambassador, spoke in behalf of the University trustees. Jim Booth, president of the senior class, spoke for the graduates, and the Rev. R. G. Shannanhouse of Pittsboro, class of '96, gave the invocation. Governor Cherry presented the diplomas to the graduates.

Those receiving Degrees in Pharmacy were: Fate M. Burnette, Black Mountain; Robert R. Dees, Burgaw; Kenneth L. Dingler, Mooresville; Betty Carolyn Hanna, Hickory; Nancy T. Hunt, Oxford; Frank Stephens, Orrum; Jesse S. Stewart, Wallace.

Special awards to students of pharmacy were presented to Betty Carolyn Hanna, Hickory, who received the Buxton Williams Hunter Medal in Pharmacy for her outstanding qualities of leadership and scholarship, and work in the student branch of the North Carolina Pharmaceutical Association.

The Lehn and Fink Gold Medal in Pharmacy went to Fate Mitchell Burnette, Black Mountian.

Schering Selects Tar Heel for North Carolina

Schering Corporation of Bloomfield and Union, New Jersey manufacturers of endocrine and pharmaceutical preparations for the medical profession announce the appointment of Mr. Cleo P. Whitford of Washington, N. C., to the Schering Professional Service staff. Mr. Whitford is a graduate of the University of North Carolina School of Pharmacy and has had extensive experience in retail pharmaceutical practice and professional service activity.

THANK YOU!!

Transfer orders which you give to manufacturers' representatives are a sizeable proportion of our total volume. We appreciate the work done by these specialty men in acquainting you with their products and in anticipating your needs, but we are especially grateful to you, OUR CUSTOMERS, for saying, "SHIP IT THROUGH PEABODY." We hope you will continue to do so.

THE PEABODY DRUG COMPANY

WHOLESALE DRUGGISTS

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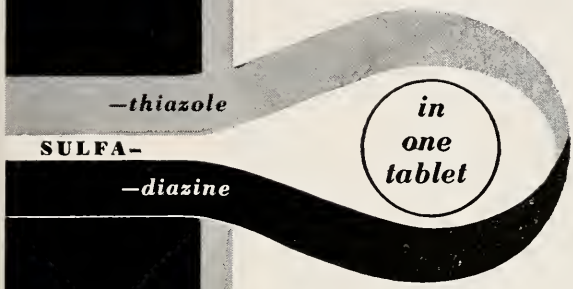

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For the treatment of meningitis, *Combisul-DM* consisting of 0.25 Gm. sulfadiazine and 0.25 Gm. sulfamerazine is available.

Combisul-TD available in 0.5 Gm. tablets. Bottles of 100 and 1000.

Combisul-DM available in 0.5 Gm. tablets. Bottles of 100 and 1000.

1. Lehr, D.: Proc. Soc. Exper. Biol. & Med. **58**:11, 1945.
2. Lehr, D.: In press.

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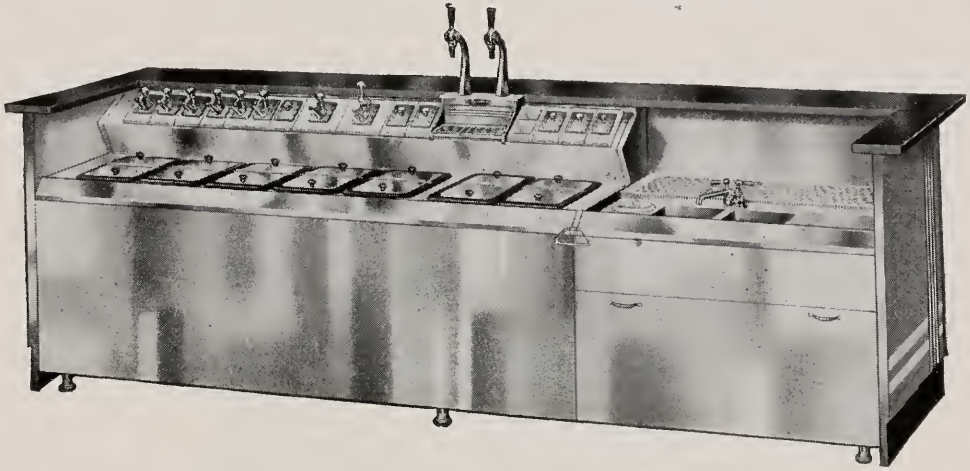

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The Charlotte Druggists' Woman's Auxiliary

MRS. J. G. BARNETTE, *Reporter*

The Charlotte Druggists' Woman's Auxiliary has had a most successful and profitable spring season. In addition to the monthly meetings, which were complete with programs, prizes, beautiful luncheons, etc., a benefit bridge party was held at the Van Every home for the purpose of raising money for contribution to the Scholarship Fund and other projects. At this party were approximately 170 guests, bringing in a revenue of about $150, from which $100 was contributed to the Scholarship Fund at the University School of Pharmacy. An additional $25 was sent to the Woman's Auxiliary committee charged with the task of renovating the Woman's Lounge at the School of Pharmacy. We think this total of $125 contributed to the School projects is most noteworthy, and the women of the Charlotte club are to be commended for their industriousness in raising the money and their thoughtfulness in giving it to such worthy projects.

The monthly meetings were held at Kuester's with luncheon being served the guests. In addition to the regular business sessions, a variety of programs heightened the interest and enjoyment of the members. At the March meeting, Mrs. Edwards of the club, gave a most interesting talk on the history of the Auxiliary, starting with the organization of it, and giving the highlights of each year's activities. At the April meeting, Mrs. S. A. Van Every was given a pair of Nylon hose in appreciation for her cooperation with the club in giving the benefit bridge party. Mrs. Pasko gave a short talk on the Cancer Drive, urging the support of the members. A nominating committee was appointed as follows: Mrs. A. P. Faulker, Mrs. Foster Thomas, and Mrs. Lester Smith. They brought their report to the May meeting as follows: For president, Mrs. H. W. Pasko; vice-president, Mrs. W. K. Gardner; secretary-treasurer, Mrs. T. E. Whitehead; corresponding secretary, Mrs. Phillip Van Every. The report was accepted and the new officers will be installed at the September meeting of the Auxiliary. At the May meeting Mrs. Leslie Barnhardt gave an interesting report of the Asheville convention. After the presentation of a gift to the retiring president, Mrs. Joe Monroe, Mrs. Pasko introduced a little colored girl who sang several songs. The meeting was closed with the drawing of prizes. Although this was the last meeting for the year, plans were made for an old-fashioned box supper to be held in June at the Drug Travelers club house.

The Apothecary Club

MRS. H. K. BARROW, *Reporter*

The Apothecary Club of Winston-Salem held its June meeting at the home of the new president, Mrs. Sam Welfare, with Mrs. B. G. Warren serving as joint hostess.

The business session, with Mrs. Welfare presiding, opened with the reading of minutes from the last meeting. The first business was a vote to donate $5 to the Milk and Ice Fund. Mrs. Arthur Fishel read the Constitution and By-Laws of the Club.

A tribute to Mrs. Craig Lewis, who had passed away since the May meeting, was read by the president.

A social hour was enjoyed, and delicious refreshments were served by the hostesses.

Merchandising School

A short-term school on "Modern Merchandising," designed primarily for drug store sales clerks, will close the Association's program for the year. If our present plans materialize, the school will be sponsored jointly by the N.C.P.A. and the T.M.A.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

BUTTERCUP
ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

LIQUID
EXTRACT OF LIVER

U. S. P.
VALENTINE

•

8 ounces net
1 dozen at list
$21.00
Through wholesaler

•

Valentine Company, Inc.
Richmond, Virginia

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$8.00 Doz. 100s

A. E. P. Tablets
$16.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

I. T. REAMER, *Manager* A. E. MILLIS, *Ass't. Manager*

REACO PRODUCTS
P. O. Box 1922
DURHAM, NORTH CAROLINA

SERVICE RECORDS

BARNARD CLEVELAND SHEFFIELD, JR.

Mr. Sheffield entered service May 19, 1942, and was an enlisted man in the 79th Infantry Division for 15 months prior to entering O.C.S. He graduated from M.A.C., O.C.S., Camp Barkeley, Teaxs, August 18, 1943, as 2nd Lieutenant. He served in various camps in the United States prior to going overseas. He was promoted to 1st Lieutenant June 30, 1944. While overseas he served in England, France, and Germany with 9th Air Force as Medical Supply Officer and Commanding Officer of the Medical Supply Platoon. He was promoted to Captain January 5, 1946. He received his discharge February 19, 1946.

JOHN MILTON PICKARD

Since we have the data on Mr. Pickard's service listed by dates, we are going to take the liberty of reproducing it here.

"6 June 42-30 July 42: Medical Department Basic (Pvt.); 1 Aug 42-30 Oct 42: Lab. Tech. School; promoted T/5 16 Sep 42; 1 Nov 42-21 June 43: 65th General Hospital, Fort Bragg (Lab. Tech.); 22 June 43-3 Nov 43: O.C.S. Camp Davis, N. C. (AA); 4 Nov 43—Com. 2nd Lt. CAC (AA); 4 Nov 43-30 Aug 44: AA Auto. Weapons Platoon Leader; 31 Aug 44-16 April 46: Infantry (Unit Leader) Promoted 1st Lt. 31 March 45; 8 Sept 45—Departed States, and served in the Philippines; Honshu, Japan; 27th Infantry Regt; 25th Div; 6th Army, while overseas; 4 Mar 46: Arrived at Seattle; 17 April 46: To Present Officers Reserve Corps."

Mr. Pickard was able to go to the convention at Asheville, and after enjoying that, went back to his former employment at Rogers Drug Company, Durham.

PAUL EDWIN TART

Mr. Tart entered service August 9, 1943, and after 17 weeks basic training at Camp Barkeley, Texas, he was transferred to England March 13, 1944, as replacement in Med. Det. P.W.E. No. 2. On August 15, 1944, he was sent to Rennes, France, and on April 10, 1945, he was transferred to Med. Det. 381 M.P. Bn. in Charlesville, France. On December 1, 1945 he was sent to Stuttgart, Germany, and on March 28, 1946 was transferred to 111 Ord. MM Company for processing and transportation to United States. He arrived in New York April 28, 1946 and was discharged at Fort Bragg on May 4, 1946.

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 Bennett Street
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

CASH IN *on the tremendous ready-made market for these Dr. West's profit leaders!*

Dr. West's Miracle Tooth Paste—A worthy companion seller to the famous Dr. West's line of toothbrushes. Removes surface stains—restores natural brightness and lustre.

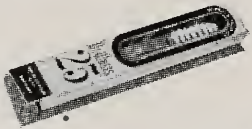
RETAIL LIST PER DOZEN $4.80

1 doz. lots 33⅓% $3.20	3 doz. lots 33⅓% & 5% $3.04
6 doz. lots 33⅓% & 7½% $2.96	12 doz. lots 33⅓% & 10% $2.88

Dr. West's Miracle-Tuft Regular comes in hard, medium, soft textures. Money can buy no finer toothbrush.

RETAIL LIST PER DOZEN $6.00

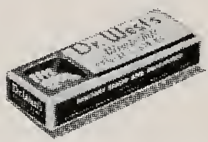
1 doz. lots 33⅓% $4.00	3 doz. lots 33⅓% & 5% $3.80
6 doz. lots 33⅓% & 7½% $3.70	12 doz. lots 33⅓% & 10% $3.60



Dr. West's "25" Toothbrush—the quality seller in the low-price field.

RETAIL LIST PER DOZEN $3.00

1 doz. lots 33⅓% $2.00	6 doz. lots less 33⅓% plus 4 free, $1.89⅓
12 doz. lots less 33⅓% plus 1 doz. free $1.84⅓	



Dr. West's Dental Plate brush is the same high quality as all Miracle-Tuft toothbrushes.

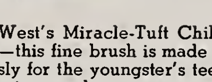
RETAIL LIST PER DOZEN $6.00

1 doz. lots 33⅓% $4.00	3 doz. lots 33⅓% & 5% $3.80
6 doz. lots 33⅓% & 7½% $3.70	12 doz. lots 33⅓% & 10% $3.60

Dr. West's Miracle-Tuft Professional (2-row) Hard, Medium textures only. Thousands prefer this fine brush.

RETAIL LIST PER DOZEN $6.00

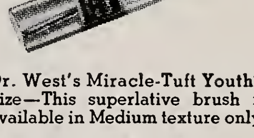
1 doz. lots 33⅓% $4.00	3 doz. lots 33⅓% & 5% $3.80
6 doz. lots 33⅓% & 7½% $3.70	12 doz. lots 33⅓% & 10% $3.60



Dr. West's Miracle-Tuft Child's Size—this fine brush is made expressly for the youngster's teeth-cleansing needs.

RETAIL LIST PER DOZEN $3.00

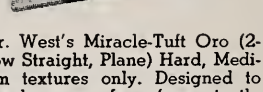
1 doz. lots 33⅓% $2.00	3 doz. lots 33⅓% & 5% $1.90
6 doz. lots 33⅓% & 7½% $1.85	12 doz. lots 32⅓% & 10% $1.80



Dr. West's Miracle-Tuft Youth's Size—This superlative brush is available in Medium texture only.

RETAIL LIST PER DOZEN $4.20

1 doz. lots 33⅓% $2.80	3 doz. lots 33⅓% & 5% $2.66
6 doz. lots 33⅓% & 7⅓% $2.59	12 doz. lots 33⅓% & 10% $2.52



Dr. West's Miracle-Tuft Oro (2-row Straight, Plane) Hard, Medium textures only. Designed to reach every surface of every tooth.

RETAIL LIST PER DOZEN $6.00

1 doz. lots 33⅓% $4.00	3 doz. lots 33⅓% & 5% $3.80
6 doz. lots 33⅓% & 7⅓% $3.70	12 doz. lots 33⅓% & 10% $3.60

FOR COMPLETE SELLING PLANS SEE YOUR JUSTICE DRUG CO. SALESMAN NOW!

JUSTICE DRUG COMPANY

GREENSBORO, N. C.

North Carolina Service Wholesaler

Mist from the Mountains

By JAMES W. HARRISON

Personnel changes in Asheville stores affected Adams-Blauvelt, Salley's and Charlotte Street Pharmacy when Maurice Cable left the latter store June 10, going to Adams-Blauvelt on the 15th, and Don Plemmons left Adams-Blauvelt on the 25th to go with Salley's in July. Mr. Cable had been with Charlotte Street Pharmacy since his discharge from the Navy last December. Mr. Plemmons had been with Adams-Blauvelt since April, 1942.

Balfour Brookshire, U. N. C. School of Pharmacy, '43, has received his honorable discharge from the Navy where he served as Ph.M 2C. After a stint of relief work at Ideal Drug Store and West Asheville Pharmacy he will be prescriptionist at Ideal Drug Store. Both these stores are owned and operated by Guy Brookshire.

BAREFOOT BUYS MOONEYHAM'S

L. G. Barefoot, late of Canton, Sylva and Fontana Dam, purchased stock and fixtures of Mooneyham's on Pack Square June 7 and will operate the business as Barefoot's Drug Store. Mr. Barefoot will be in charge with the same personnel and the same store hours will prevail with the exception of Sundays when the store will be open only from 1 until 7 p.m.

After selling his store on the Square, A. O. Mooneyham visited Charlottesville and the University of Virginia where he saw his son receive a degree in Chemical Engineering at the recent Commencement proceedings. Mr. Mooneyham is not at present contemplating a return to the drug business.

Milton Russell of Canton is prescriptionist at Kenilworth Drug Store. The housing shortage is so acute that he is forced to commute between Canton and Asheville, a twenty-mile drive twice a day.

"PUT IT ON THE WANT BOOK"

One druggist who has solved the worrisome problem of "putting it on the want book" is Albert Chandley of Goode's. After some struggle with the problem, Albert carried out his idea of locating want books in strategic places in the store. A receptacle to hold the want book was built of plywood and tacked on the back of the display stand that extends along the side of the store. This receptacle pocket measures 3 x 10 x 15 cm. and the place where it is tacked on the display is approximately a meter and a half high. This places the want book in its niche always in front of the clerk behind the counter. These books are handy to the cosmetic department, the patents, the dentifrices and other departments. The soda fountain wants are kept separately and purchased separately. There are three want books in the prescription department, for three different sources of supply. The books are of the spiral type stenographers' note books. In getting up an order, Albert goes to the various books, detaches the filled sheets, replaces the book in its receptacle and takes his written "wants" to the receiving table in the stock room where he analyzes the entries and makes up his orders. He marks the want sheets with glossaried symbols then spindles them until the receipt of the order renders them obsolete. Shorts listed on an invoice are carried forward on an additional want book. The morale is: the want books are so conveniently located that it is almost an effortless procedure to "put it down."

J. V. Jenkins has returned from Rocky Mount and is now wielding the mortar and pestle at Grove Park Pharmacy.

PILL BOXES AN BALLOT BOXES

For several years Shigley's Drug Store on Montford Avenue has been Precinct 8 at voting time. On registering days as well as on Primary and Election days the store is opened at sunrise and there is an interesting day ahead for P. D. Rollins, Shigley's able lieutenant. Voting booths and

for troubles that are skin deep

'B•F•I' Antiseptic First-Aid Dressing and Surgical Powder is an efficient, antiseptic, dry, surgical dressing. Protective . . . astringent . . . absorbent . . . soothing . . . it is particularly useful in the treatment of cuts, burns, abrasions, chafing, scratches, athlete's foot and other minor wounds and skin irritations.

"B·F·I"

SHARP & DOHME

Antiseptic First-Aid Dressing and Surgical Powder

ballot boxes are set up in the rather large stock room; the prescription room is blocked off with bars; appropriate guiding signs are posted outside and within the store. Although beer and wine are sold at Shigley's for fairly obvious reasons none of these beverages are sold on voting days. When the store becomes crowded, and the traffic is constantly heavier on voting days, the voters are average homefolks, orderliness is the rule rather than the exception.

Even though Mr. Rollins has no duties in the actual handling of the balloting, his knowledge of the neighborhood and its people enables him to forecast with startling certainty just how they will vote. Many years of association with the folks of Precinct 8 has given him knowledge of their "politics" and party affiliations. During voting day the precinct will be visited by the "party leaders" and the lesser lights of city and county politics. Some of these "big shots" enter the store with no little amount of fanfare, some of them sidle in unobtrusively in a drab, colorless manner, but they all have a good word and a warm greeting for "Doc" even when they know he is not of the same "faith."

Mr. Rollins knows his neighborhood so well that when some of the voters ask his advice concerning certain candidates he can tender them a ballot marked as he would vote and have assurance that the sample ballot would be accepted with the same faith they would exercise in bringing in a prescription. All this with no desire on his part to exert any Machiavelian influence over any voter's prerogatives.

Sales on registering and voting days jump far ahead of normal, due to the longer store hours for that day and the increased traffic; even the telephone customers visit the store on those days. Studied results in this instance show that a drug store is not incongruous as a voting precinct and is a more lucrative device than, say, a Money Order agency. Furthermore, it is an added proof of the druggist's constructive influence in his community.

New Drug Store in Malvern Hills

The Malvern Hills section of West Asheville, probably the fastest growing community of Asheville, now has a drug store, the Malvern Hills Drug Store, owned and operated by Beaman Pinner and Charles Sisk. Opened June 1st, this store's stocks and customers are rapidly increasing. The locale is a blend of 1920 and 1946, the shrill whistle of Southern Railway's Murphy Branch trains mingling with the raucous sounds of today's motor cars and trucks speeding along the main statewide highway from Murphy to Manteo. The building housing the store was bought by Dr. C. T. Sisk, one-time Sylva physician and pharmacist. Almost twenty years ago this spot was the drug store of Shieder and Brookshire and once again this section of Asheville will have a drug store in its community.

Asheville Drug Club Notes

The May and June meetings of the Asheville Drug Club were well attended and entertaining and helpful programs were arranged by Albert Chandley and Don Plemmons, program chairman for those meetings. At the May meeting there was a paper on "Thiouracil" by Don Plemmons, "Pharmacists in the Navy," an address by Maurice Cable, recently discharged Ph.M. 1/C, a "Drummer's Forum" conducted by W. P. Wortman of the Upjohn Company, a brief talk on salesmanship by Earl Houser of the Dr. T. C. Smith Company, and a brief talk on Amateur Radio by your reporter whose amateur radio station is W4FSE.

The June meeting featured an address on "Your Inspector" by R. C. Sisk, former Kentucky State Board of Pharmacy Inspector, and a talk by W. A. Ward of Swannanoa whose subject was "The N.C.P.A. Headquarters Building Program." Mr. Ward bespoke the support of every druggist in the western counties for this program. The June meeting also featured an Open Forum on inter-professional relations between the medical and pharmaceutical professions which was received with much interest. Dinner and entertainment are part of these Club meetings. The Club meets the second Friday evening of each month at the Asheville Shrine Club just off the Charlotte highway and all T.M.A. men and drug field men are cordially invited to attend.

2 Unrelenting Principles

Govern

Preparation and Distribution of

EVERFRESH

CITRATE OF MAGNESIA

1. Steady high quality of preparation standards, including scientific purification.
2. Steady concern about the dealer's profit.

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
12 Dozen, 15%

THE McCAMBRIDGE & McCAMBRIDGE CO.
BALTIMORE 23, MARYLAND — SOLE DISTRIBUTORS

"TARHEEL" IS A "SMOOTHIE" NOW

Ever since North Carolinians took to shaving with PAL HOLLOW GROUND, the old tag "Tarheel" has been going out of fashion. And that's no surprise.

Pal, you know, is the blade that's sharpened like a barber's straight edge. Their Hollow Ground edges permit a close, cool shave, with just a "feather touch." No wonder more and more men in these parts are known as "Smoothie" now, and are buying Pals regularly.

Cash in on the powerful promotion of Pal (in 13 N. Carolina papers; in Esquire, Saturday Evening Post, Life and Colliers). Pal is the different, better, modern blade—"The Blade it Pays to Push."

PAL *hollow-ground* RAZOR BLADES

SINGLE OR DOUBLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue, N. Y. C.

Howell Hall Happenings

TOMMIE HOLDEN, *Reporter*

With the closing of the school year came spring elections. On Thursday evening, May 16th, President Florence Lee called to order a session of the Student Branch of the N. C. P. A. for the purpose of nominating officers for the School and for the Student Branch.

Elections took place May 21st with the results as follows: President of Pharmacy School, Dave Masengill, Bristol, Tenn.; Vice-President, Dave Claytor, Hillsboro; Sec.-Treas., Pat Burgiss, Sparta; Pharmacy Representative to Men's Honor Council, Reeves Hawkins, Clyde; President of Student Branch of N. C. P. A., Doris Bizelle, Greenville; Vice-President, George Morgan, Clayton; Secretary, Evelyn Blanchard, Wallace; Treasurer, Bill Jordan, Raleigh.

Elections of the officers for the Pharmacy Girls' Association are as follows: President, Peggy Costner, Lincolnton; Vice-President, Mildred Lang, Ayden; Sec.-Treas., Sybil Austin, Hatteras; Social Chairman, Viola Howell, Mount Airy.

On Friday, May 24th, Mr. Enrico Herarte of Guatemala City addressed Dr. Brecht's class in the History of Pharmacy on the practice of pharmacy in Latin America. Many interesting facts were brought out.

Monday evening, May 27, the members of Kappa Epsilon held their last meeting until September. At this time elections of officers for the coming year were held. They went as follows: President, Ellen Macon, Mount Airy; Vice-President, Jean Snyder, Hagerstown, Md.; Sec.-Treas., Evelyn Blanchard, Wallace; Member-at-Large and Historian, Mildred Showalter, Raleigh; Pledge Sponsor, Doris Gilliam, Sanford. After a business session, the meeting was adjourned.

Tuesday evening, May 28, Jo Finch, Chairman, called to order a regular meeting of the Pharmacy Senate. Doris Gilliam, Program Chairman, presented an interesting talk on "Cram Schools." Dave Claytor reviewed "Air Corps Flying Tests" and Evelyn Blanchard gave some valuable information on "Penicillin Troches." Betty Hanna, who is graduating, presented her "farewell speech" to the Senate. It was decided that the Senate should continue with its meetings during summer school, with Evelyn Blanchard acting as chairman for the first meeting. It was regretted by all to know that Dr. Brecht's speech to the Senate was one of farewell. Dr. Brecht, who is moving to California, was the originator of the Pharmacy Senate six years ago. Through him the Senate has developed into a highly helpful forensic organization and has sponsored many projects which have furthered the progressiveness of the school. The members of the Senate will miss his inspiration and enthusiastic encouragement that he has given to the organization.

Election of officers for Rho Chi were held Friday, May 30th. They are as follows: President, Mildred Showalter, Raleigh; Vice-President, Tommie Holden, Bunnell, Florida; Sec.-Treas., Allen Sinclair, Norwood.

The Phi Delta Chi Fraternity elected the following officers for the coming year: President, Grady Thomas, Jonesboro; Vice-President, John Rhem, Garysburg; Secretary, Herbert McKeithan, Raeford; Treasurer, George Morgan, Clayton.

Bodeker's, 1880

Bodeker's Drug Store (left), 14 East Main Street, Richmond, as appeared in 1880—the year t North Carolina Pharmaceutic Association was organized in R leigh.

During the intervening yea (1880-1946) substantial progre has been made by the firm. T frontage of Bodeker's is n equivalent to seven average stor and its floor and storage space one of the largest of wholesa houses in the South.

For a picture of "Bodeker's Today," turn to page 258.

Movie Programs

Complete, half-hour 16 mm. sou movie programs available (fr rental) to any member N. C. P. Write to N. C. P. A., Drawer 15 Chapel Hill, for list.

WHITE'S
Flavor-Rich
ICE CREAM
Deliciously Different

A Century of Service

On a bright, sunny spring morning in the year 1846, Augustus Bodeker climbed the first rung on the ladder which during the next fifty years brought to him a series of successes and a host of friends and patrons. With brother Henry holding the ladder against the front of a small and modest shop on Main between Fifteenth and Sixteenth Streets, he nailed securely above the door the shingle:

A. BODEKER
APOTHECARY

Business flourished because Richmond was a lively, fast-growing city. On the other hand it was a case of pioneering in the field of wholesaling drugs in the South.

Nine years later it was realized that new and larger quarters were needed to accommodate an ever-increasing volume of business, so the apothecary shop was moved, in 1855, to No. 10 Main Street.

In 1858, another brother, William, was called to assist Augustus and brother Henry. Most of Augustus' time was taken in the filling of prescriptions and the mixing of special formulae which were growing ever more popular. Later in the year, William M. Dade was employed as a clerk to help the three brothers in accommodating the customers.

In 1860, Augustus gave brother Henry a part interest in the firm and the name was changed to A. Bodeker & Company.

During the Civil War most of the drugs were commandeered by the largest military hospital in the world on Chimborazo Hill. On many occasions, Augustus and Henry Bodeker walked up Main to Third Street where they delivered some of the precious drugs to the hospital of Captain Sally Tompkins. Seldom a day passed that they did not receive a heart-rending plea for more drugs from this noble woman who operated such a fine institution, but urgent calls came from every direction and never once did one go unheeded if the Bodekers had the drugs.

In 1874, the Bodekers moved to larger and more desirable quarters at 1414 East Main Street—and with this move came the two great glass urns filled with red and green fluid for the "show windows," the familiar sign of mortar-and-pestle over the door, and the counter jars of licorice-root and horehound drops.

Henry Bodeker's son, George H., after serving in the Civil War, came with the firm, first as a clerk, and later as a salesman. Dr. August (Augustus) Bodeker died on July 26, 1884, and six years later, on July 16, 1890, Henry Bodeker died. The passing of the founders did not alter the forward course as John L. Bodeker, Richard R. Gwathmey, Joseph Anthony, and Charles Louis Miller had been associated for some time as partnership executives, and to their hands the firm's future was entrusted.

The Incorporation of Bodeker

On February 3, 1898, the firm was incorporated as the Bodeker Drug Company with the following officers: Charles L. Miller, president; J. L. Bodeker, vice-president; R. R. Gwathmey, secretary-treasurer; and with a Board of Directors consisting of Charles L. Miller, Henry F. Miller, R. R. Gwathmey, John L. Bodeker and Joseph Anthony.

Some time prior to the incorporation, Charles L. Miller, a well-known dairyman of Henrico County, had purchased a controlling interest in the company, and while not actively engaged in the store, he gave

(Continued on Page 257)

In celebration of its One Hundredth Anniversary, Bodeker Drug Company, Richmond, has issued a most interesting brochure entitled "A Century of Service," a portion of which we are reproducing on this and succeeding pages of the JOURNAL.

A copy of the complete brochure may be obtained from any Bodeker salesman.

The Seeman Printery, Inc.

Where **Good** *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION AND PROMPTNESS

Printers in Durham, N. C., Since 1885

INSURANCE TO VALUE

Rapidly increasing costs, higher values and more merchandise make it necessary for everyone to review his insurance coverage. More fire insurance will be needed in most cases. Be sure to get it.

Adequate insurance to value is important and should not be neglected. Place the needed additional insurance with the Druggists' Own Company for your better protection at a saving in cost.

THE AMERICAN DRUGGISTS' FIRE INS. CO.
CINCINNATI 2 OHIO

OUR STATE AGENTS

E. F. Rimmer
Box 377
Sanford, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

A CENTURY OF SERVICE

(Continued from Page 255)

much of his time to its personnel and policies. In 1888, his oldest son, Henry F. Miller, became a member of the enlarging staff of clerks to serve an apprenticeship under the able tutelage of Henry Bodeker and the beloved and highly respected "Joe" Anthony.

In 1899, Charles J. Miller, the fifth son, and the second to enter the employ of Bodeker, was sent to the store to serve as a clerk and later as the first "outside representative" of the firm from the Miller family.

On March 5, 1900, Henry F. Miller was elected president, succeeding his late father. Henry F. continued as president for 39 years until his death on July 20, 1939. It was during his presidency that the firm engaged in its greatest expansion. In September, 1907, the properties at 1414 and 1416 East Main were purchased, and in the same months twelve years later two stores at 1418 and 1420 were acquired, restored and remodeled, and connected with the other buildings.

In the spring of 1904, William C. Miller, seventh son, entered the business as an apprentice, and in the following year, Edward M., the eighth in this family of nine sons and two daughters, followed in the footsteps of his three brothers.

On March 14, 1922, the Miller family acquired all of the outstanding stock of the Bodeker Corporation, and in turn elected the following officers and directors: Henry F. Miller, president; C. J. Miller, vice-president; Edward M. Miller, secretary, and William C. Miller, treasurer, with a board consisting of Henry F. Miller, C. J. Miller, E. M. Miller, W. C. Miller, and Anna M. Supplee, the elder sister.

At the annual meeting in March 1932, John L. Miller was elected to the board, and in the succeeding year at the annual meeting, Louis F. Miller was elected in the same capacity.

After the death of its president, Henry F. Miller, Sr., his widow was elected to the board in March 1940, where she served until her passing five years later. At the same meeting, William C. Miller, was elected to the presidency, where he served until his death on May 12, 1945.

One year after the election of William C. Miller to the presidency of the Corporation, the property at 1408-10-12 was acquired and one of the most modern warehouse plants was erected to relieve the situation brought on by continual growth and with the vision of further expansion.

BODEKER DRUG COMPANY TODAY

The frontage of Bodeker's is now equivalent to several average stores, and its floor and storage space is one of the largest of wholesale houses in the South.

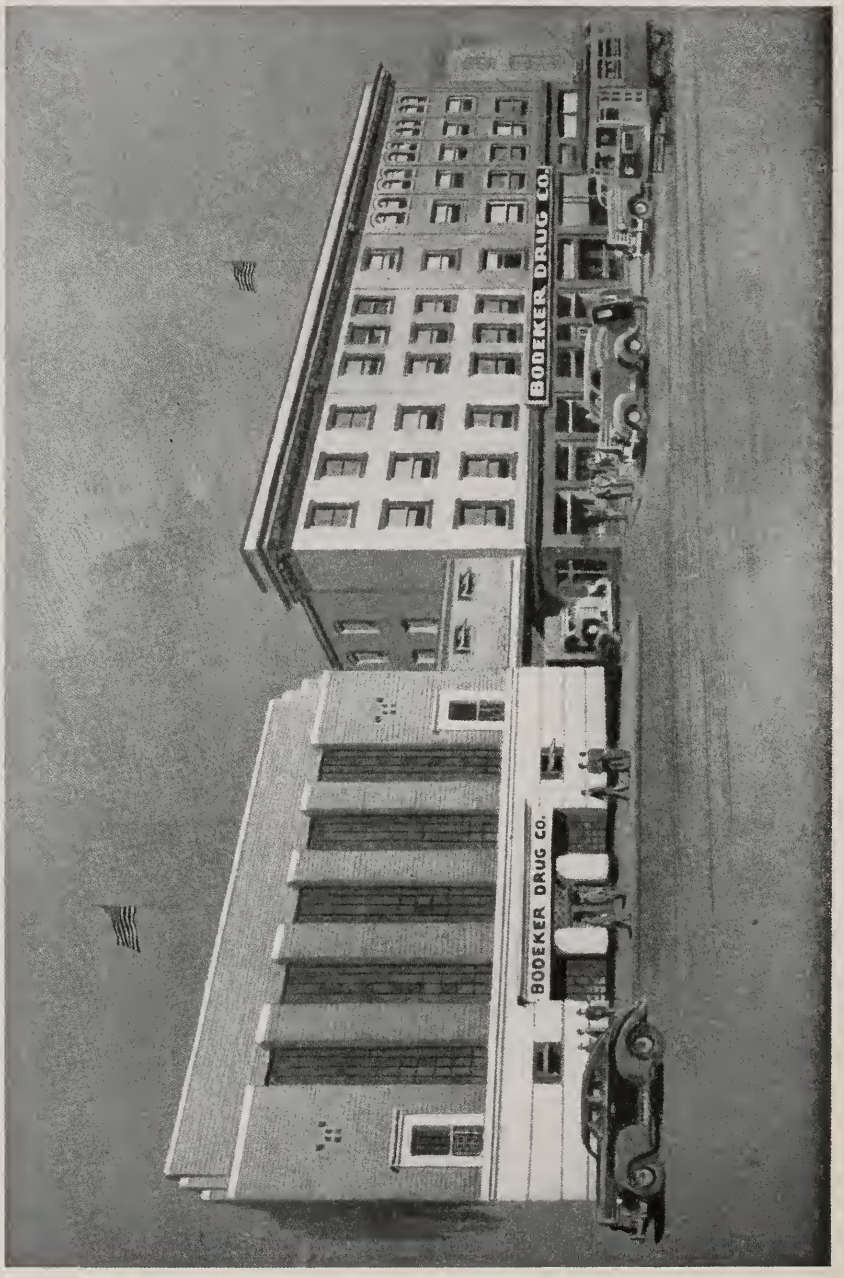
At a special called meeting of the stockholders on August 27, 1945, C. J. Miller was elected to serve as the fourth president of this firm which had withstood the devastations of four wars, innumerable depressions and panics, and all of the trials of competitive American business for ninety-nine years.

In addition, at the same meeting the following were elected: Charles H. Miller, vice-president; Edward M. Miller, treasurer; Henry F. Miller, Jr., secretary, and C. J. Miller, E. M. Miller, C. H Miller, H. F. Miller, Jr., and Margaret R. Diss (daughter of the late Mrs. Anna M. Supplee) as members of the board.

The new officers, Charles H. and Henry F., Jr., sons of Henry F. Miller, Sr., entered the business respectively in 1929, and 1934, serving their apprenticeships first as clerks and later as traveling representatives in Virginia and North Carolina. Their elevation to officership in the corporation was not without thorough training and good leadership. Henry, Jr., was honorably discharged from the armed service in November, 1945, after serving more than three years in the U. S. A. and in combat in the European theatre.

Fair Trade Leaflets

For a complete set of all Fair Trade leaflets mailed by N. C. P. A. this year, write Fair Trade Committee, Drawer 151, Chapel Hill. No charge.



BODEKER'S TODAY

The Service That Never Failed

Looking backwards over the years—one hundred years—through wars, depressions, panics, strikes, emergencies, and all of the other trials and tribulations that confront business, it is a source of real pride to find that the **Bodeker's Service Never Failed.**

It has not always been an easy task to render the service expected of a firm by its customers, because there are so many interpretations of the much-used word "Service." We hold, however, that if we have the merchandise, or can get it, and if we deliver this merchandise to our accounts in the most expeditious manner—then we have rendered "Service" in every good sense of the word.

It has not always been easy to do this, especially under abnormal conditions, but in the future as in the past, you will find here "The Service That Never Fails."

BODEKER DRUG COMPANY

A Century of Service to the Drug Trade

RICHMOND ★ VIRGINIA

Look into this LIQUID vitamin and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B_1, B_2, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

—THE CHATTANOOGA MEDICINE CO.—

Chattanooga Tennessee

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

BROMO-SELTZER

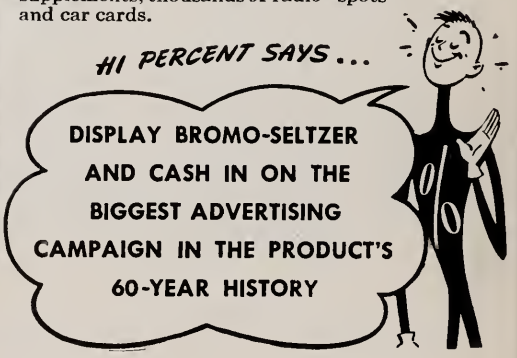
makes hit with big, new radio laugh-show!

"Forever Ernest" starring JACKIE COOGAN

every Monday evening on CBS coast-to-coast network of 141 stations

ALSO! Bromo-Seltzer is being promoted through magazine advertising, Sunday supplements, thousands of radio "spots" and car cards.

Scene from radio's newest comedy-drama, "Forever Ernest," starring Jackie Coogan on CBS coast-to-coast network for Bromo-Seltzer.



"My PROFIT EYE tells me Assortment № 3000 is the DEAL FOR ME"

THAT'S *Right,* MR. DRUGGIST . . . This One-A-Day (brand) all-MULTIPLE Vitamin Capsule Assortment #3000 (listed at $30.00) *IS* the deal for *YOU.* Here is the arithmetic, based on the 9% trade and 1% cash discounts given on purchases of $25 to $50.

		At full retail price	At fair trade minimum
(a) Sales	YOU GET	$45.00	$44.10
(b) Cost	YOU PAY	27.03	27.03
(c) Profit	YOU MAKE	17.97	17.07
	or Your Profit is	39.9%	**38.7%**

***Now,* BY ADDING $20.30 TO YOUR ORDER** of one of these Multiple Capsule Assortments, you can obtain the following A and D tablets and B-Complex tablets to complete your line and obtain a representative stock:

¼ Doz. ONE-A-DAY (brand) A and D Vitamins (Large)	$4.30 list
½ Doz. ONE-A-DAY (brand) A and D Vitamins (Med.)	4.80
¼ Doz. ONE-A-DAY (brand) B-Complex Vitamins (Large)	7.20
¼ Doz. ONE-A-DAY (brand) B-Complex Vitamins (Med.)	4.00
	$20.30 list

This total of $50.30 list price merchandise entitles you to the more favorable discounts of 13% and 1% which apply when orders are from $50 to $100. The arithmetic on a combination of this merchandise and the #3000 Assortment is:

		At full retail price	At fair trade minimum
(a) Sales	YOU GET	$75.45	$73.92
(b) Cost	YOU PAY	43.32	43.32.
(c) Profit	YOU MAKE	32.13	30.60
	or Your Profit is	42.6%	**41.4%**

BETTER YET . . . Why not DOUBLE the above order, and get the MAXIMUM discount? You can probably turn over TWO of the #3000 Assortments, and twice as much of the A and D and the B-Complex Tablets, in a very short time. This total of $100.60 list price merchandise gives you the 15% trade and 2% cash discounts which apply on all orders amounting to over $100. The arithmetic on all 3 of these orders combined is:

		At full retail price	At fair trade minimum
(a) Sales	YOU GET	$150.90	$147.84
(b) Cost	YOU PAY	83.80	83.80
(c) Profit	YOU MAKE	67.10	64.04
	or Your Profit	44.5%	**43.3%**

ASSORTMENT No. 3000
CONTAINS
One Dozen Multiple Capsules, Medium Size
½ Dozen Multiple Capsules, Large Size

MILES LABORATORIES, INC., ELKHART, IND. • *Makers of* ALKA-SELTZER

It pays to SHOW OFF

DISPLAY *Photo-Finish* COSMETICS

Let the Public know *your* store is headquarters for this recognized leader among cosmetics—these beauty items that are advertised in color from coast-to-coast in

LEADING NATIONAL MAGAZINES

Order up, Show off, Sell out!

PHOTO-FINISH CAKE MAKE-UP
retail, 1.50 *plus tax*

PHOTO-FINISH FACE POWDER
retail, 1.50 *plus tax*

PHOTO-FINISH LIPSTICK
retail, 1.00 *plus tax*

PHOTO-FINISH MEANS BUSINESS

Distributed by **W. H. KING DRUG CO.** Raleigh, N. C.
Wholesale Druggists

The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

The late Dr. E. V. Zoeller of Tarboro shown seated in his combination laboratory, office and library. The picture was discovered among his effects following his death.

July, 1946

ume XXVII Number 7

E. F. Kelly Memorial

Pharmaceutical Council Organize

Institute of Pharmacy Plans

What is the circumference of this circle?

Why, that's easy—$C = \pi d$. Measure the diameter and multiply by 3.1416. This mathematical formula, worked out centuries ago, is as useful today as the day it was discovered. It is a mathematical "law"—one of hundreds which form the basic laws of the universe. Its usefulness is based securely on its unchangeable truth, proved by countless experiments.

Similarly, the success or failure of your business is regulated by laws of psychology and economics. One law may be stated thus: "Be fair to all, give special concessions to none." Another: "Buy merchandise as you need it. Avoid overstocks and losses through spoilage and antiquation." These fundamental laws, incorporated in the Lilly Policy, continue to help pharmacists discharge their responsibilities to the nation's health. The Lilly Policy is your Commercial Bill of Rights.

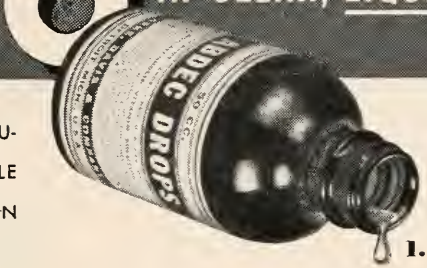
Lilly

ELI LILLY AND COMPANY

INDIANAPOLIS 6, INDIANA, U.S.A.

Abdec DROPS

8 IMPORTANT VITAMINS IN CLEAR, LIQUID FORM



FAT-SOLUBLE AND WATER-SOLUBLE VITAMINS IN ONE, STABLE NON-ALCOHOLIC SOLUTION

The average daily dose (0.6 cc.) of ABDEC Drops contains:

1. **VITAMIN A** 5000 U. S. P. units
2. **VITAMIN D** 1000 U. S. P units
3. **VITAMIN B_1** (Thiomine Hydrochloride) 1 mg.
4. **VITAMIN B_2** (Riboflavin) 0.4 mg.
5. **VITAMIN B_6** (Pyridoxine Hydrochloride) 1 mg.
6. **PANTOTHENIC ACID** (as the sodium salt) 2 mg.
7. **NICOTINAMIDE** 5 mg.
8. **VITAMIN C** (Ascorbic Acid) 50 mg.

For the first time Parke-Davis is offering to the medical profession Abdec Drops — a truly comprehensive *liquid* multivitamin preparation containing the same eight vitamins found in Abdec Kapseals. Physicians are discovering Abdec Drops highly useful for treatment of selected dietary difficulties in infants, older children, adults and geriatric patients.

Abdec Drops—clear, stable non-alcoholic solution of eight important vitamins — may be added to foods without appreciably altering taste or appearance. The liquid is readily miscible with milk, fruit juices, soups, and cooked or precooked cereals. Your stocks should be adequate to meet prescription demand.

Supplied in 15-cc. and 50-cc. bottles with special dropper calibrated for 0.3 cc. (infant) and 0.6 cc. (older child) doses.

Abdec DROPS

PARKE, DAVIS & COMPANY

DETROIT 32 • MICHIGAN

THE WINGATE

SUPER ICE CHIPPER

CHIPPED AND SHAVED ICE

Saves Time, Ice and Money

CHIPS AND SHAVES UP TO 25 POUNDS PER MINUTE

Cuts Fine Chipped Ice Especially for Soda Fountain Use

Heavy Duty Motor—Permanently Lubricated Oilite Bearings, Stainless Steel Blades. Weight, 120 Lbs. Height, 32 Inches. Width, 18 Inches.

QUICK DELIVERY — PRICE $125.00

Plus N. C. Tax

FULLY GUARANTEED

We do not sell these machines through jobbers or wholesale drug houses, only direct, so send your order direct to—

Berryhill Fountain Sales Company, Distributors

OFFICE AND SHOW ROOM
715 LOUISE AVENUE
CHARLOTTE 4, NORTH CAROLINA

Millions of Regular Users Prove MEXSANA In A *Class By Itself—*

Here's a soothing, cooling medicated powder with an absorbent starch base, formulated more than 40 years ago to allay the sting and burn of common skin irritations.

Mexsana has gathered unto itself millions of thankful users. They have found it unsurpassed—have bought it year after year to relieve discomfort of heat rash, prickly heat, chafing—said it was in a class by itself. Mothers find it forms a soothing, cooling *coating* for skin which combined with astringent action helps prevent, as well as relieve sting of diaper rash.

When you sell Mexsana, you are pinning your faith to a *known quantity.*

And now to quicken your sales . . .

554 Daily Newspapers With Total Daily Circulation of 30,427,256 Are Trip-Hammering Home the Story of MEXSANA Comfort—Also Dramatized on 150 Radio Stations!

Why to Display Mexsana!

Last summer a test display sold 204 cans in 31 days. An indication of what a display, tying in with Mexsana advertising, will do for you. So display Mexsana—in all four sizes! Order from your Ploughman or Wholesaler.

Typical 1-column newspaper ads (reduced). For putting extra selling power in your Mexana store display.

Plough Sales Corporation

Subsidiary of *Plough, Inc.*

Memphis 1, Tenn.

Exclusive Distributors of

MEXSANA

A Quality Product Established For More Than 40 Years—Millions of Regular Users

Lenoir Takes the Lead

The four drug stores of Lenoir have taken another step forward in instituting still shorter hours.

In order to provide "after-supper" prescription service, and still give the employees some leisure time, the stores have put into effect a scheduled routine. Three stores will close every day at 6:30 p.m.—the remaining store to stay open until 9 p.m. This schedule will be on rotation so that each store will maintain the 9 p.m. closing for a week at a time. This will insure medical service where needed and yet give the employees of three stores free evenings.

A similar schedule has been in effect for sometime for Wednesday afternoon and Sunday, and proved so satisfactory that the present plan was adopted.

Colossal Readership for Plough Newspaper Advertising

In the June issue of the Austin (Minn.) *Daily Herald Merchandiser*, there was an article by Julius Oehs Adler, Vice-President and General Manager of the New York Times on the "Three Major Services of Newspaper Advertising" which set the total number of newspapers being purchased daily in the United States at 50,000,000.

An executive of Plough Sales Corp., Memphis, Tenn., computed that of these, 40,265,568—more than 80%—carry advertisements for St. Joseph Aspirin, Mexsana, Penetro, Mufti Cleaner, and other Plough Products.

Newspaper advertising has always been a key medium with Plough, which sells 138 items in all the 48 states. Yet, in Plough's view, all dealers do not obtain equal benefits from this manufacturer advertising. Dealers who support printed salesmanship with their own counter and window displays get the lion's share of results.

Fawcett Releases New Hand and Nail Care Survey

An increasing number of American women are making the color of their lipstick the basis for their selection of nail polish shades, reveals the latest Fawcett *Beauty Reader Forum* on Hand and Nail Care.

While the over-all use of nail polish remains the same, 48% of the 1946 respondents used a polish shade complementary to their lipstick as compared to the 38% who made their color selection on this basis in 1945.

A sizeable increase, from 11% in 1945 to 17% in 1946, is noted in the preference for polish of a blue-red tone as well as a 4% jump in the selection of true-red shades. During the same period, however, the use of brown-red tones dropped from 15% to 8%.

Post-war conditions, which have given the American woman more leisure time than she enjoyed of late, may account for the increase from 73% in 1945 to 77% in 1946 in the number of those who manicure their nails at home.

Although hand softeners are still used by 97% of those surveyed, a 3% increase has developed during the year in the preference for hand creams with a corresponding decrease in the use of hand lotions.

Additional copies of the Fawcett *Beauty Reader Forum* on Hand and Nail Care, which also contains data on brand preferences and place of purchase may be obtained from Mary Bailey, Beauty Editor, Fawcett Publications, Inc., 52 Wall Street, New York, N. Y.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

Sweet Words To Hear
"WE CAN SUPPLY YOU"

EVERFRESH

SACCHARIN

(in limited quantities)

¼ and ½ grain — Tins or Bottles of 100's at Our Option

Its high quality is taken for granted by all druggists familiar with Everfresh standards. Deliverable quantity is slightly improved, but—

Supplies are still scarce, and regular customers must be supplied first. But we guarantee fair distribution of the surplus. It will definitely be worthwhile to order now.

Ask Your Jobber for Quantity Discounts or Write

THE McCAMBRIDGE & McCAMBRIDGE CO.

Baltimore 23, Maryland — Sole Distributors

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$8.00 Doz. 100s

A. E. P. Tablets
$16.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

I. T. REAMER, *Manager* — A. E. MILLIS, *Ass't. Manager*

REACO PRODUCTS

P. O. BOX 1922

DURHAM, NORTH CAROLINA

Comings and Goings at Howell Hall

It is appropriate at this time to make two announcements that could not have been released earlier. The first has to do with the resignation of Dr. E. A. Brecht, Associate Professor of Pharmacy at the School in Chapel Hill, who leaves this summer to accept a flatteringly larger salary at the University of California in San Francisco.

The second announces with genuine pleasure the arrival at the same school with the same rank, of Dr. Hermon O. Thompson, who comes from the School of Pharmacy at the University of Illinois in Chicago. Dr. Thompson will be well remembered in North Carolina since he graduated in the Class of 1937 with the Bachelor's degree in Pharmacy at the State University, and because for more than two years he worked first as a prescriptionist in this State and then as a traveling representative for Eli Lilly and Company with headquarters in Durham. Incidentally, but importantly, he married Miss "Billy" Pike of Concord, whose sister, Miss Nancy, and brother, Jesse, both graduated as pharmacists in this State, and whose father, the late J. W. Pike, operated until his death the Pearl Drug Company in Concord, North Carolina, and whose other brother, Lt. Cmdr. J. W. Pike, is licensed as a pharmacist even though he graduated at the Naval Academy in 1935.

Dr. Thompson acquired his Doctor's degree in Pharmacy at Purdue University in 1944, following receiving a Master's degree there. After graduation he taught a year in the School of Pharmacy at the University of Georgia, but his talents were quickly recognized in Illinois and he was drawn there the following year at a higher rank.

In his last student year at Chapel Hill, Dr. Thompson became a charter member of the student branch of the N. C. P. A., and he is also a licensed pharmacist in this State.

While the entire staff at Chapel Hill rues the leaving of Dr. Brecht, this regret is slightly modified in knowing that an alumnus is coming back "home" to keep "the fires burning."

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST L. P. MAYRAND GREENSBORO NORTH CAROLINA

Courageous Buying—Planned Selling

"I have talked to a number of wholesale druggists recently and they agree with me that one of the greatest handicaps in the volume merchandising of sundries is the sales resistance of the independent druggist himself.

"While the chains, in their eagerness for new and different sundry merchandise, are sending their buyers out to scour the markets, far too many independents are in their stores living in a constant fear that some fast-talking high-pressure salesman will come along and sell them a bill of goods.

"You must buy intelligently, yes, but who knows more about your market, your customers, and your potentialities than you do?

"I sincerely hope that wartime shortages of goods has instilled into some retail druggists sufficient buying stamina to carry them on into the period of plenty.

"Commercial cowardice, I called it, when in the old days a chain store would put a gross of alarm clocks in its window and sell them, while its independent competitor around the corner would buy a quarter of a dozen and keep 'em.

"Courageous buying and planned selling will be absolutely essentials to your maintenance of competitive position in the merchandising orgy that I think we can all see ahead."—Abstracted from a talk made by Paul B. Bissette at the 1946 annual meeting of the Florida Pharmaceutical Association.

Engagement

Mr. and Mrs. S. B. Burrus of Canton have announced the approaching marriage of their daughter, Miss Blanche Evelyn Burrus, to Dr. Henry Toole Clark, Jr., of Scotland Neck. The wedding will take place this fall.

Miss Burrus, following her graduation from the University of North Carolina School of Pharmacy, accepted a position in Gastonia with Smith's Drug Store. After several months of retail pharmacy work, she accepted a position in the Duke Hospital Pharmacy, where she is employed at the present time.

543,300 North Carolinians Read Pal Newspaper Advertising in their Local Dailies

And that's figuring only one reader per copy!

To you who sell razor blades in North Carolina, this figure represents not only readers, but *buyers:* men in your community who are not only interested but *anxious* to have the best possible blade for the best possible shave.

PAL—the blade with the flexible, hollow-ground edges—is known for its cool, "feather touch" shave. As a leading dealer, backed by leading dailies and national magazines, *you* can cash in on the promotion of PAL, the different, better, modern blade—"The Blade it Pays to Push."

PAL *hollow-ground* **RAZOR BLADES**

DOUBLE OR SINGLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue 22, N. Y. C.

Trend in Hair Grooming Toward Home Care

The current trend in hair grooming, among American women, is toward home care.

The number of women who shampoo their hair at home has grown from 48.3% in 1945 to 53.5% in 1946; 46% now do their own setting as compared to the 41.2% who did so last year and 30% used home permanents this year, which represents an increase of 7% over 1945 usage.

Although liquid shampoo is still preferred by over three-fourths of the women queried, the survey shows a sizeable increase, from 5.1% in 1945 to 12.8% in 1946, in the use of cream shampoos and a decrease of 6.4% in the use of cake soap.

The number of fastidious women who set their hair more than twice a week has increased from 52.7% in 1945 to 57.8% in 1946. Although brilliantine still leads in hair "cosmetics," being preferred by 44.5%, this figure is 7.8% lower than it was in 1945. The use of hair dressings, frequently products containing lanolin, is on the upswing with a jump from 21.9% in 1945 to 29.3% in 1946.

Cold waves are increasing in popularity. Last year 17.3% had this type of permanent, while the 1946 figure is 23.4%. The majority of women paid more for permanent waves in 1946 than they have before, with 67.9% paying over $7 as compared with the 57.7% who did in 1945.

The Fawcett Beauty Reader Forum, who made this survey, consists of over a thousand Fawcett Women's Group readers who act as field co-editors. Additional copies of the Hair Preparations survey may be obtained from Mary Bailey, Beauty Editor, Fawcett Publications, Inc., 1501 Broadway, New York 18, N. Y.

Marriage

Announcement has been made of the marriage of Miss Jane Cochran of Star to James Hamilton Fox of Asheboro on June 18. Mr. Fox is associated with his father in the operation of The Asheboro Drug Company.

BROMO-SELTZER

makes hit with big, new radio laugh-show!

Scene from radio's newest comedy-drama, "Forever Ernest," starring Jackie Coogan on CBS coast-to-coast network for Bromo-Seltzer.

"Forever Ernest" starring JACKIE COOGAN

every Monday evening on CBS coast-to-coast network of 141 stations

ALSO! Bromo-Seltzer is being promoted through magazine advertising, Sunday supplements, thousands of radio "spots" and car cards.

HI PERCENT SAYS...

DISPLAY BROMO-SELTZER AND CASH IN ON THE BIGGEST ADVERTISING CAMPAIGN IN THE PRODUCT'S 60-YEAR HISTORY

Andrews Urges Voluntary Price Control

C. M. Andrews, pharmacist at Main Street Drug Company, Burlington, and Assistant Secretary-Treasurer of the N. C. P. A., also serves in the capacity of president of the Burlington Merchants Association. With the coming of the OPA death or recess, as the case may eventually be, Mr. Andrews sent the following letter to members of the Merchants Association. We believe it will be of interest to you.

July 1, 1946

To the Members of the Burlington Merchants Association

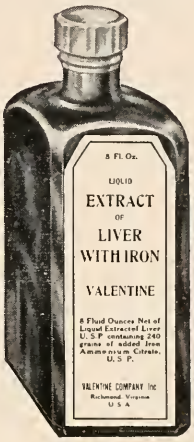
I wish to take this occasion to appeal to you to HOLD YOUR PRICES DOWN where it is possible to do so. This is an opportunity for our merchants to show that they have ability to control prices without the assistance of some federal official dictating the selling price. If we can and will control prices ourselves we may be able to get along without PRICE CONTROL. If we cannot keep prices down we will certainly have the controls back at an early date.

Many people are predicting a BUYERS STRIKE if prices go much higher. You perhaps recall what happened in 1920 when our customers decided that the prices were too high. Already there have been indications of a BUYERS STRIKE in some sections of our country. It could happen here and ruin many of our merchants. You must bear in mind that you are DEPENDENT UPON THE PUBLIC TO BUY YOUR GOODS IF YOU ARE TO BE PROSPEROUS IN YOUR BUSINESS. ONCE YOUR CUSTOMERS lost confidence in you, your loss will be greater than the temporary gain high prices might bring you right now.

Sincerely yours,

Charles M. Andrews, President,
Burlington Merchants Association.

LIQUID EXTRACT OF LIVER WITH IRON VALENTINE



8 Ounces net

1 Dozen at list $21.00 Through Wholesaler

Our recent journal and direct mail advertisements deal with the natural B_2 complex of this product, 5 mg. of riboflavin and 25 mg. niacin per fl. oz.

Valentine Company, Inc.
Richmond, Virginia

WHITE'S
Flavor-Rich
ICE CREAM
Deliciously Different

TONO SCALPA

In both the 50c and $1.00 bottles TONO SCALPA is the best thing we know of for dandruff and itching scalp. Dealer recommendation and one user telling another means it must be good.

The current deal is one bottle free with each 11/12 dozen, and 5% cash discount in case lots of two dozen 50c size or one dozen $1.00 size.

We appreciate your recommendation.

From your own wholesaler
or from

Owens & Minor Drug Company
Incorporated
1000 E. Cary Street Richmond, Va.

"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII JULY, 1946 No. 7

Institute of Pharmacy Committee Sets State Goal at $100,000

PHARMACY FOUNDATION TO BE ESTABLISHED

The Headquarters Building Committee of the North Carolina Pharmaceutical Association met at the O. Henry Hotel, Greensboro, July 10th, with the following members present: T. J. Ham, Jr., Chm., W. A. Gilliam, R. P. Lyon, Roger A. McDuffie, Ralph P. Rogers, P. J. Suttlemyre and W. J. Smith.

Regrets were read from D. R. Davis and Octavus Griffin in that emergencies had prevented their attendance.

The discussion was opened with consideration of the purpose of the building, the main point being brought out that the building is to be used primarily for extension work in the State. The purpose of the building, as agreed to by the Committee, is as follows:

"It shall be a building dedicated and devoted to the upbuilding of Pharmacy as a necessary health profession; for instilling in public opinion the value of Pharmacy in everyday life; for extending educational facilities to the pharmacist in public practice; for providing a convenient home for pharmacists while visiting the State University at Chapel Hill."

Various features to be incorporated in the building were discussed at length, but since it was unanimously decided that nothing be done about the purchase of land or construction of the building until all necessary funds have been collected, no decision was reached in regard to site, size of building, specific construction details, etc.

The Committee voted to set up a "N. C. P. A. Pharmacy Foundation" to receive funds for the establishment of the building and an endowment to guarantee permanency of the project. By vote of the Committee, W. J. Smith was named Treasurer of The Pharmacy Foundation to receive and take care of the funds; to furnish bond to cover donations as they are received. By agreement, all funds will be invested in interest-bearing government securities until such time as the building program gets underway.

The Committee agreed that the building should be sufficiently large to take care of present and future needs of the Association; attractively designed so as to reflect credit on the profession; structurally built so as to insure long usefulness. Accordingly, the Committee decided to set $100,000 as its goal; quotas being set as follows:

(1) $50,000 goal for the retail drug industry of the State—N. C. P. A. members

(Continued on Next Page)

only—for purchase of land, construction of building and necessary equipment.

(2) $50,000 for an endowment fund, to be obtained from other interested persons.

The $50,000 goal for the retail drug industry was reached on the basis of an average contribution of $100 per member-proprietor; $20 average contribution per non-proprietor member. Donations may be made over a two-year period.

Donations to the Building Fund are to be divided into four classes:

(1) The names of all donors contributing not less than $20 will appear in a bound book to be placed in the archives of the North Carolina Pharmaceutical Association.

(2) The names of donors of $100 or more will be inscribed on a bronze mortar and pestle plaque to be hung in the reception room or vestibule of the building. These names, alphabetically arranged, will be individual names and not store names.

(3) Contributions of $500 will be accepted in tribute or as a memorial to a pharmacist—individual plaques to be permanently imbedded in the wall of the auditorium.

(4) Contributions of $1,000 or more will be accepted in memory or as a tribute to an individual—the plaques to appear in a conspicuous place in the building.

(5) Donors of $5,000 or more will be honored by having the privilege of naming specific rooms in the building, which will be designated by appropriate bronze plaques.

Donations to the endowment fund may be made in any amount over a period of years. A separate and appropriate plaque will honor the endowment fund donors.

The Committee agreed to the following solicitation campaign:

(1) Direct mail, including a letter, descriptive pamphlet, and a contribution blank.

(2) After 30 days, members of the Committee, acting as District Chairmen, will appoint county chairmen and organize the campaign on a district basis.

(3) Personal solicitation by county and district chairmen.

The Committee voted to name the building "The North Carolina Institute of Pharmacy" and the auditorium, "Beard Auditorium," in memory of John Grover Beard, former Dean of the School of Pharmacy, University of North Carolina.

As a guarantee to all donors, the Committee voted to refund all contributions "if in five (5) years, plans for building and maintenance of the Institute of Pharmacy have not been completed; however, at the discretion of the building committee, circumstances warranting, the building may be postponed according to prevailing economic conditions at the end of the five-year period."

All funds collected for the building will be used exclusively for the Institute of Pharmacy project and not diverted to other uses.

In concluding the meeting, Roger A. McDuffie proposed a toast in the following manner:

Undertake more than you can do,
Then do it.
Bite off more than you can chew,
Then chew it.
Hitch your wagon to a star,
Keep your seat and there you are.

Kelly Memorial Committee Meets

A committee to consider an appropriate memorial to honor the late Dr. E. F. Kelly, Secretary of the American Pharmaceutical Association, met in Raleigh, June 27th. Members present were J. A. Goode, Asheville, Chairman; M. L. Jacobs, Chapel Hill; I. T. Reamer, Durham; E. F. Rimmer, Sanford; E. C. Daniel, Zebulon; and W. J. Smith, Chapel Hill. Kelly Bennett, Bryson City, was unable to be present.

Various plans were discussed. The final decision by the Committee was to sponsor a portrait of Dr. Kelly, to be hung in the library of Howell Hall of Pharmacy at Chapel Hill.

The portrait will cost approimately $500, $100 of which has already been contributed by a member of the committee. Other donations will be accepted from interested persons in North Carolina who wish a part in the project. These may be sent to the chairman of the committee, John A. Goode, Goode's Drug Store, Asheville.

Pharmaceutical Council Organized

To Act as Advisory Group to Association

The first meeting of The North Carolina Pharmaceutical Council, newly organized advisory group to the North Carolina Pharmaceutical Association, has been set for Chapel Hill, July 28-29. The Council's work will be devoted primarily to initiating and directing programs which will help to elevate the profession of pharmacy throughout the State.

The first meeting of the Council will be featured by the following speakers: W. A. Gilliam, Winston-Salem, "District Associations"; W. L. West, Roseboro, "Drug Store Personnel Training"; R. P. Rogers, Durham, "Veterans Administration Pharmacy Service"; T. J. Ham, Jr., Yanceyville, "N. C. Institute of Pharmacy"; Paul B. Bissette, Wilson, "Public Relations"; Carl T. Durham, Chapel Hill, "National Health Plans"; and L. deR. MacMillan Chapel Hill, "Drug Store Accounting."

H. C. McAllister, Chapel Hill, "Pharmacy Laws and Regulations"; J. Louis Cobb, Waynesville, "Combating Competition of Non-Drug Store Outlets"; W. R. McDonald, Jr., Hickory; "Employee Salaries and Hours"; Marion A. Ham, Durham, "Store Planning and Arrangement"; John A. Goode, Asheville, "Fair Trade and the Future"; M. L. Jacobs, Chapel Hill, "The U. N. C. Pharmacy School"; J. C. Jackson, Lumberton, "Activities of the State Board of Health" and C. M. Andrews, Burlington, "Conventions and Drug Shows."

In addition to the speakers appearing on the program, the following individuals have been appointed members of the Council for a one-year term: Mrs. W. R. Adams, Angier; T. R. Burgiss, Sparta; F. O. Bowman, Chapel Hill; Hargrove Bellamy, Wilmington and S. A. Beaty, Charlotte.

T. G. Crutchfield, Greensboro; Herman Cline, Charlotte; C. T. Council, Durham; J. M. Darlington, Winston-Salem; S. M. Edwards, Ayden; W. B. Gurley, Windsor; P. D. Gattis, Raleigh; J. Floyd Goodrich, Durham and P. A. Hayes, Greensboro.

Miss Marsha Hood, Kinston; Mrs. J. C. Jackson, Lumberton; R. P. Lyon, Wadesboro; Roger A. McDuffie, Greensboro; W. Lee Moose, Mount Pleasant; M. G. Morris and Norman B. Moury, of Greensboro; C. C. Owen and S. M. Purcell, of Salisbury; and B. Frank Page, Raleigh.

F. F. Potter, Charlotte; I. T. Reamer, Durham; Moss Salley, Asheville; P. J. Suttlemyre, Hickory; Walter Scott, Charlotte; Stacy Smith, Asheville and T. M. Stanback, Salisbury.

Paul H. Thompson, Fairmont; W. A. Ward, Swannanoa; J. A. Weatherford, Durham; Joe L. Wear, Charlotte and E. W. Yates, Raleigh.

The Council's first meeting will be broken up into two sessions, the first coming Sunday afternoon, July 28th, at 2 P.M.; the second, Monday morning, July 29th. Both sessions will be held in Howell Hall of Pharmacy.

A group picture of the Council has been arranged for Sunday afternoon, 4 P.M., and at 6:30 the members will be guests of the N. C. P. A. at a picnic supper and outdoor movie on the lawn adjacent to the Pharmacy Building.

Summer School Students Entertained

On the evening of July 11th, the School of Pharmacy was a scene of activity when the N. C. P. A. entertained the students and faculty at a watermelon cutting.

As a special treat, a color film picturing the gathering, shipping and processing of crude drugs grown in North Carolina, was shown. The well-known North Carolina Movie "Variety Vacation-Land" was also shown.

Mr. and Mrs. B. F. Page and Mr. and Mrs. H. C. Starling of the W. H. King Drug Company, Raleigh, were special guests.

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- NEW CARBONATORS
- NEW HAND ICE CHIPPERS
- NEW ICE SHAVERS

See the Stanley Knight Soda Fountain on Display in our Show Room.

Berryhill Fountain Sales Company, Distributors

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715 LOUISE AVENUE
CHARLOTTE 4, NORTH CAROLINA

New Pamphlet on Pharmacy Laws Being Prepared

A project which will be of considerable interest to the pharmacists of the State is that which is being worked on by Attorney Bowman in cooperation with the Secretary of the Board of Pharmacy. Mr. Bowman is revising the pamphlet containing the Pharmacy Laws of North Carolina. The last publication of this kind was printed in March 1938. Since that time there have been a good many amendments, additions and deletions to our Pharmacy Laws. These corrections will be made in the new booklet along with the inclusion of much additional information which was not included in the former publication.

Some of the items of interest that will be included in the new pamphlet cover the Food, Drug and Cosmetic Act, Labor Laws and Regulations, Pharmacist Members on County and State Boards of Health, Tax Laws, and Sales and Use Tax Regulations. These subjects were not included in the former publication. An additional part of the new booklet will include several chapters on the Federal Narcotic Laws and the Federal Food, Drug and Cosmetic Act.

A new feature of the coming booklet will be a method for keeping it up-to-date. It will be bound in such a manner that any new laws passed or regulations promulgated under the old laws may be inserted at the proper place. These supplements will be prepared from time to time by the Board of Pharmacy and mailed to the holders of the booklets. In this way it will be possible for each pharmacist to have a complete up-to-date copy of the Pharmacy Laws of the State.

The publication is now in the hands of the printers. Most of the proof has been furnished and the remainder is expected at any time. When this work has been completed it will be printed and bound and a copy will be sent to every drug store in the State. It will likely be early Fall before you will receive your copy. It is hoped these pamphlets will be preserved and kept up-to-date. They contain a great deal of information that the pharmacist needs daily. Attorney Bowman is to be congratulated on the fine job he has done.

Jap Physicians Base Fee on Drugs Dispensed

Joseph M. Bransky, who is well known in this State as an agent of the Bureau of Narcotics, has been transferred to Japan and assigned to the Public Health and Welfare Section of General Headquarters. In a letter to his friend, John A. Goode of Asheville, Mr. Bransky writes most interestingly of his experiences. A portion of his letter is reproduced below:

"I am here making a survey of Jap drug manufacturers and recently was assigned to assist in standardizing pharmacy schools and their curriculums. It is a big job and I must do this in addition to my other assignment.

"Pharmacy is at a low ebb in Japan. Physicians dispense their own medicines, their fee being based on the medicines dispensed rather than on their visit or diagnosis.

"The pharmacist has very little standing, professionally or personally, in his community. It is a regrettable situation. I hope to be of some assistance in correcting this situation but it will be a long, hard, uphill struggle, especially since the physicians prefer the present system of dispensing, as that is their source of income."

A copy of the Constitution and By-Laws of the North Carolina Pharmaceutical Association and The Pharmacy Laws of North Carolina have been dispatched by air mail to Mr. Bransky at his request.

Bissette Reappointed to Commission

Governor R. Gregg Cherry has announced the reappointment of Paul B. Bissette of Wilson as a member of the Medical Care Commission of North Carolina.

Mr. Bissette was originally placed on the Commission by Governor Broughton. After helping to organize the work, he was appointed a member of the Commission for one year by Governor Cherry. The latest appointment comes as a tribute to Mr. Bissette for his excellent work as a member of the Commission.

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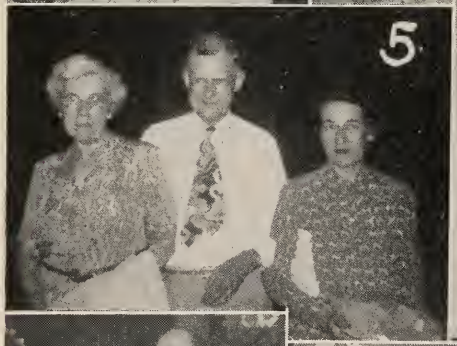
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Picnic Features June Meeting Greensboro Drug Club

Fried chicken, country ham, roast pork, roast beef, country sausage, deviled eggs, potato salad, slaw, carrot salad, beet pickle, homemade cucumber pickles, potato chips, biscuits, sandwiches, homemade rolls, cakes of every description, pies of every conceivable kind, ice cream, and punch (if I haven't forgotten anything) in a setting of an attractive club house overlooking a lake—no, this wasn't a dream we had—it was what greeted our eyes at Greensboro when we attended the picnic of the Greensboro Drug Club.

The wives of the club members were guests, and it was a great pleasure to step from our car to be greeted by old friends and to meet new ones. Upon looking further, we found some of the pharmacists and their ladies fishing from boats on the lake; we found other pitching horseshoes; others playing shuffleboard; others swinging in the good old-fashioned rope swings; while others were around the punch barrel freely imbibing. It was hard to say which group looked happier—or perhaps those placidly rocking on the club house porch after a strenuous day's work were most comfortable.

When we inquired as to who did all the labor incident to so much fun and good eating, we found that the Guilford Dairies had contributed the use of the club house. Southern Dairies had sent ice cream and the barrel of punch. The Ladies Auxiliary of the Mount Pleasant Church had prepared the food and were on hand to serve it. Incidentally, there were so many surplus pies and cakes that an informal auction was held after the dinner so that lucky buyers were able to buy some of the goodies. Of course you can guess at the identity of the auctioneer—R. A. McDuffie.

Buck Morris was the gentleman who was responsible for letting us have a peek at the tables before the picnic began, for he realized that we would like a look at such an unusually beautiful table of food. P. A. Hayes was also doing an excellent job of informal "hosting," as were Mr. Usher, president of the Drug Club, and of course, the other members.

At the conclusion of the picnic, S. M. Edwards of the Owens-Illinois Glass Company, showed the movie "The Drug Store of Tomorrow"—an excellent movie in color.

Mr. and Mrs. E. C. Daniel of Zebulon; Dr. and Mrs. H. M. Burlage and son, Robbie and Mr. and Mrs. W. J. Smith and son, Allen, of Chapel Hill were special guests.

Snapshots

As pictorially indicated on the opposite page, the Greensboro Drug Club party was a gastronomical success. Pictures (1), (3) and (4) show what a bountiful supply of fried chicken, country ham, cakes and pies were spread out for the guests.

F. S. Petrie (2) of Liggett's says his work of late has been interfering with his fishing. The pressed pants, the starched collar "helps to attract the big ones" says Fred.

P. A. Hayes (5), center, President of Justice Drug Company, is shown with Mrs. E. C. Daniel of Zebulon, left, and Mrs. Roger A. McDuffie of Greensboro.

Approximately 125 guests attended the party. Roger A. McDuffie (6), the hundredth person to pass through the line, is shown holding ticket No. 100.

Some of the guests worked up an appetite in advance of the supper by pitching horse shoes. One such participant, T. G. Crutchfield (7), is getting ready to toss a ringer.

W. B. Evans, D. L. Shreve, W. E. Wagner, S. L. Jones and C. T. Woodward (8) lend a degree of legality to the barrel pictured in the foreground. Although the barrel contained nothing more potent than orange flavored lemonade, some of our readers will question this.

These men are NOT order-takers

NORWICH maintains a nation-wide organization of representatives especially selected and trained to be of help to you.

These men are not order-takers; neither are they high-pressure salesmen. They are businessmen, able to exchange merchandising information and ideas with you . . . and willing to help you put them to effective use in your store.

It is our policy that your Norwich Man be as much your representative with us as he is our representative with you!

THE NORWICH PHARMACAL COMPANY · NORWICH, NEW YORK

Beaman Pinner, War Veteran, Heads Asheville Drug Club

In recording the activities of the reorganized Asheville Drug Club, much credit goes to their president, Beaman Pinner, recently returned war veteran, who is constantly working to insure interesting programs and peak attendance at the meetings.

Below is a partial reprint from the June issue of "The Veteran"—a monthly publication.

"Beaman Pinner's drug store at 619 Haywood road has been serving the local public well during the boss' absence. Mrs. Pinner and the well-known pharmacist, Charles J. Sisk, have seen to that. But Beaman and his cheery greeting to all who enter his store are mighty nice to have back in town.

"Almost since he could crawl Beaman Pinner has been associated with medicines. I think it must have been that long ago he started opening his doctor-father's satchel and handing Dr. Pinner the right bottle of pills. The late Dr. Z. T. Pinner, Beaman's father, owned the only drug store in Pomaria, Newberry County, S. C.

"Beaman Pinner must have been a good student in public school. For he graduated with a B.A. degree from Newberry College when he was 20. He had planned to be a doctor like his father, but after four years at Newberry he decided he'd spent enough of dad's money. So he went to work. That is, on a full-time job, since he had served in his father's drug store every hour he could spare from school.

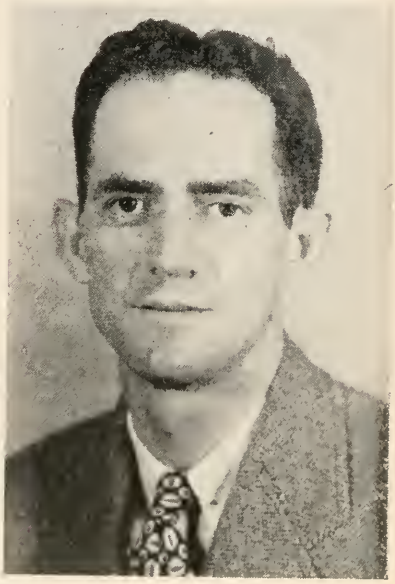
"In 1929 he came to Asheville and was associated with Roy Johnson's drug store on the Square for about a year. He then went to New York to join the staff of Norwich Pharmacal Company, but six months in New York were enough. Young Pinner returned to Johnson's Drug Store, where he remained until he opened a similar store of his own at Woodfin and Market Streets in February, 1933.

"Just two years after he had moved his store from the Woodfin Apartment building to its present location on Haywood Road, Mr. Pinner was inducted into service. He was assigned to the Medical Corps. Much of his service was spent at the Mississippi Ordnance plant. From there he was sent to O'Reilly General Hospital, Missouri, for a course in laboratory work. In March, 1945, he took an advanced course in serology at Ft. McPherson, Ga. He was then transferred to Ft. Lewis, Washington. From there he was flown to Camp Beale, California, attached to the medical detachment of the separation center there until he was discharged in August."

Since his return, he has opened a second drug store known as the Malvern Hills Pharmacy.

U. S. Supreme Court Holds "Big 3" a Trust in Cigarette Field

In a six-to-nothing decision the U. S. Supreme Court on June 10 held that the "BIG 3" in the cigarette field were a trust. The Department of Justice is now in position to give business bigsters a real case of the jitters. The American Tobacco Company, Liggett & Myers Tobacco Company, and R. J. Reynolds Tobacco Company were convicted on four counts each by a jury in the District Court of the U. S. for the eastern district of Kentucky; namely, (1) conspiracy in restraint of trade, (2) monopolization, (3) attempt to monopolize, and (4) conspiracy to monopolize.



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Big intensive campaign for Fall a
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$1.20 Dozen — 2 Bonus

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$2.80
Dozen
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SKIN ITCH ANTISEPTIC

for itch and burn of ATHLETE'S FOOT
ringworm, poison oak and similar skin irritations
CLEAN! FAST! NOT GREASY!

Also Stock — Sell

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MILAM FOOT POWDER

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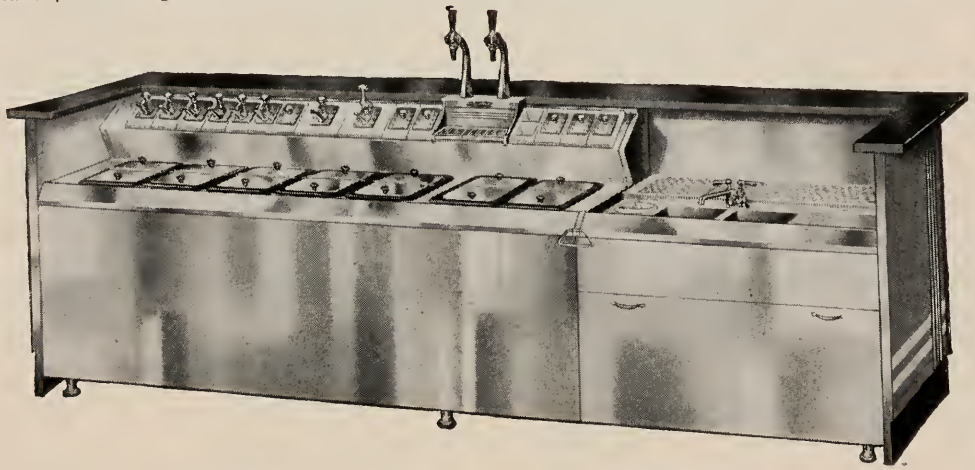
NOW! *Your Order For A New STANLEY KNIGHT Soda Fountain Can Be Filled Quickly!*

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.



THE STREAMLINER—MODEL 1250 Especially designed for drug stores

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

SANDWICH UNITS—TOASTER SECTIONS OTHER MODELS ALSO AVAILABLE
CARBONATORS—COMPRESSORS—STEAMTABLES

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OFFICE AND SHOW ROOM 715 LOUISE AVENUE CHARLOTTE 4, NORTH CAROLINA

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Drug Store Cat Is Town Character

"Oscar," the big, black cat, which, if not sitting in front of a High Point Main street drugstore watching the passers-by usually is lounging on one of the booths where the pretty girls drink cokes, has a success story which is unusual, writes Martha Varner.

A bachelor, whose abode for the past six and a half years has been a Main street drugstore, has come up from an alley waif to one of the most respected characters of the town. Recently he figured prominently in a business deal which involved selling the drugstore which he has inhabited for so long he practically is the trade mark of the establishment.

Purchasers of the store insisted that Oscar remain with the store because "it just wouldn't be the same place with out him."

But, as is often said of bachelors, Oscar has become rather set in his ways and probably wouldn't make a change in residence if he had the opportunity.

It was on a cold, rainy morning in 1939 that R. E. Betts, former owner of the drugstore, observed a straggly little black kitten make his way to the popcorn machine in front of his store and vainly try to eat a grain of popcorn. "But he was too little to chew the corn," Betts said, "so I brought him inside, fed him some milk and gave him a place to sleep. From that day on he made himself perfectly at home and more than paid for his keep by catching rats."

Oscar became something of a true drugstore cowboy. He developed a taste for ice cream and often a child can be observed surrendering, just for the amusement of seeing Oscar eat the cream. As he grew older Oscar also grew to like popcorn and after the machine was taken away from the drugstore, he would go next door to the theater where he was amply supplied with corn.

Betts also tells that Oscar began frequenting the theater one week so often that he investigated and found that a "Mickey Mouse" short was running, which Oscar appeared to enjoy tremendously.

A few doors down the street is a billiard hall which Oscar used to check on once in a while and, according to Betts, more than once he was given a free beer by some of the customers. "He always managed to get back to the drugstore, though," Betts grinned, "although his walk sometimes was a little uncertain and he often would sleep for hours after making a visit to the poolroom."

Only once has Oscar left since coming to the drugstore, and that was not of his own accord. A woman from Gastonia took a liking to Oscar and decided she would take him home with her. She did take him. But three weeks later he was back at the store, footsore and a sorry looking sight. "But we had a regular homecoming for him," Betts said, "and he's never been coaxed away again."

Time has moved on now and Betts has sold out his drugstore to new owners, while he is with a store almost directly across the street. Oscar will prick up his ears when Betts whistles across the main thoroughfare, but has not broken his record of never crossing Main street.

"I taught Oscar a lot of tricks during those six years," Betts said. "And during the war, when help was so short, I was tempted more than once to try to teach him to jerk sodas."—*Moore County News*, Carthage.

James Louis Cobb Is Named to State Art Committee

A new drive has begun this month to expand the membership of the N. C. State Art Society, with James L. Cobb, Waynesville pharmacist, named a member of the statewide committee to assist in this work.

At least 1,000 new members enrolled in the Society is its present goal with the ultimate objective being the erection of a state museum to hold Carolina art treasures. The group has been active in highway beautification, encouragement of school children in the study and appreciation of art, and the creation of well-planned buildings and monuments throughout the state.

Membership fees range from $1 for a year, $10 for patron membership, to $100 for life membership.

Build Fountain Sales

WITH AMERICA'S LARGEST-SELLING ICE CREAM

What are the big sellers on your shelves? Which are the items which turn over fast at a good profit? Aren't they the *leading* brands, the *quality* lines, which are *nationally* advertised year after year?

That same principle applies to your *Fountain* business. The dealer in *Sealtest* Ice Cream is offering his customers the *largest-selling* ice cream in America. He is offering an ice cream that has been *nationally* advertised through the war years. He is offering an ice cream that is TOPS in *taste*, *purity* and *wholesomeness*—the true Measure of Quality.

You owe it to yourself to investigate the profit opportunities in Sealtest Ice Cream.

Tune in the Sealtest Village Store, starring Jack Haley, Thursday Evenings, NBC

Southern Dairies

Sealtest

ICE CREAM

THE MEASURE OF QUALITY

Sealtest, Inc., and associated companies are divisions of National Dairy Products Corporation

Bureau of Missing Persons

The Mentholatum Company contributed five cards to be used as prizes during the 1946 Convention of the N. C. Pharmaceutical Association. Four of the cards have been redeemed by the lucky winners, but one is still missing.

Mr. S. C. Crews, Sales Manager of The Mentholatum Company, has written us as follows:

"This morning we received the remaining card, but it carried no identification whatsoever. Naturally, we want the proper party to receive the free goods, and if you can give us the name of the druggist entitled to this merchandise, then we will be able to solve the mystery."

Since no list was maintained of the winners, we are unable to assist Mr. Crews. However, if the person entitled to the merchandise reads this item, please drop us a note and we will make the necessary arrangements.

Druggists residing in Swannanoa, Mount Pleasant, Asheville and Biltmore were listed as having been shipped Mentholatum prize merchandise.

Disposal of Obsolete Narcotics

In case you have obsolete narcotics which you desire to dispose of, you may do so in the following manner: Obtain four copies of Form 142 from Mr. B. M. Martin, Supervisor, Bureau of Narcotics, 417 Munsey Building, Baltimore 2, Maryland; properly execute the forms in quadruplicate, and enclose in the package of undesired narcotics (ship package express prepaid to Mr. Martin) one signed copy of Form 142.

The original Form 142 and the remaining copies should be forwarded to Mr. Martin by mail. Receipt will be acknowledged of the drugs shown on the Forms 142 upon their arrival and checking by a narcotic officer.

Practically every pharmacist sooner or later accumulates some narcotics which clutter up his cabinet and are never touched until inventory time. You may legally dispose of such narcotics as outlined above.

Annie Oakley, 1946 Version

It is reported that the founder of the Piggly-Wiggly stores is now attempting to open a series of grocery markets where the woman purchaser will use a miniature pistol to select her shopping needs. She will find the products she requires with prices displayed behind a glass case. Inserting her pistol in a slot she will point to the item she wants, and the article and its price will be recorded on a paper tape within the gun. After a number of hits at the bull's-eye, she will take the pistol to the girl at the cash counter who will place it in a slot, whereupon the goods chosen come out on a movable belt line to be picked up and paid for by the customer. No legal suits, no pilferage, but self-service streamlined to a modern age.

Are You Getting Your Share?

According to Dr. H. Gregory Thomas of Bourjois, Inc., "the U. S. cosmetic industry has increased from a $5 million volume in 1900 to $659 million in 1945."

POWERS-TAYLOR
DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years

insures our ability to serve you

satisfactorily

MEDALO INTRODUCTORY FREE DEAL #100

DRUGGIST BUYS

		List	
1/2 Doz.—#149A	Medalo Marcel Irons—Rev. Handles	$24.00	$12.00
1/2 Doz.—#149	Medalo Marcel Irons—Stationary Handles	18.00	9.00
1/4 Doz.—#119	Medalo Brass Pressing Combs	18.00	4.50
1/4 Doz.—#129	Medalo Brass Pressing Combs	15.00	3.75
1/4 Doz.—#100	Medalo Brass Pressing Combs	12.00	3.00
			$32.25

(All Medalo Irons have Fibre Heat Resistant Handles)
(Nos. 119 and 129 Combs have Plastic Fireproof Handles)

1 Doz. Assorted Medalo Hair Preparations (see list below).. 4.97

COSTS YOU $37.22

DRUGGIST GETS FREE

4/12 Doz.—#149A	Marcel Irons	FREE	$ 8.00
3/12 Doz.—#149	Marcel Irons	FREE	4.50
1/6 Doz.—#119	Brass Pressing Combs	FREE	3.00
1/6 Doz.—#129	Brass Pressing Combs	FREE	2.50
1/6 Doz.—#100	Brass Pressing Combs	FREE	2.00
		FREE	$20.00

THIS DEAL HAS RESALE VALUE OF $98.37
YOUR PROFIT $61.15 ON EACH DEAL
You Buy 12 Marcel Irons You Get 7 Free
You Buy 9 Pressing Combs You Get 6 Free

All Marcel Irons and Pressing Combs Individually Boxed and Fully Guaranteed for One Year

VERY IMPORTANT—READ THIS

COST OF IRONS PER DOZEN on this DEAL—$13.20
COST OF COMBS PER DOZEN on this DEAL—$9.00

HERE'S THE "MEDALO" HAIR PREPARATIONS INCLUDED IN THIS DEAL—ALL PROVEN REPEATERS

		Retail	List
1/12 Doz.	Carbonoel Medicated Scalp Ointment (A Doctor's Formula) 1 oz.	$1.00	$ .60
1/12 Doz.	Carbonoel Soap	.50	.30
1/6 Doz.	Medalo Glossheen (Triple Oil) 3 oz.	.50	.67
1/4 Doz.	Medalo Red Pressing Compound 2 oz.	.25	.50
1/6 Doz.	Medalo Black Medicated Pressing Compound 3 oz.	.50	.67
1/12 Doz.	Medalo Sulphur Drench Shampoo 6 oz.	.69	.46
1/12 Doz.	Medalo Formula No. 9 for Dry Cracking Hair	1.65	1.10
1/12 Doz.	Medalo Shampoo Tint (Hair Coloring) Jet Black	1.00	.67
			$4.97

ACT NOW!—GET IN ON THIS MONEY-MAKING DEAL!

Scott Drug Company
Charlotte, N. C.

Tar Heel News Notes

Durham—S. O. Brewer has been elected vice-president of the recently organized Association of West Durham Business Men. Approximately 30 leaders in the business and professional life of West Durham have affiliated with the organization.

Albemarle—D. O. Tate has returned to Albemarle after being associated with Sterling Drug in Charlotte for a number of years. He expects to open a new pharmacy in the city late this summer.

High Point—Valdane J. King, formerly of Kennedy's of Gastonia, is now in the Rx department of Walgreen's of High Point.

Greensboro—Roland S. Whiteley (Vick's) has been transferred to Findlay, Ohio, with The Sofskin Company, as control chemist. Sofskin is a subsidiary of Vick's.

Winston-Salem—S. P. Smith, salesman for the O'Hanlon-Watson Drug Company, has moved to Clemmons, N. C. J. W. Ward, for many years an employee of O'Hanlon's Drug Store, is now working for O'Hanlon-Watson.

Cary—C. T. Young, until recently an employee of Warren's Drug Store, Mebane, has accepted a position with Adams Drug Store.

Glen Alpine—Hilliard Bobbitt (Clinic Drug Store) was winner of the A. M. Kistler Memorial Trophy when he came out on top in the recent play-off at the Mimosa Golf Club, located near Morganton.

Kinston—Miss Marsha Hood is now assisting her father in the operation of J. E. Hood & Company after returning from LaFayette, Indiana, where she worked in the dispensary of Purdue University.

Greensboro—According to one of our reporters, Allison James broke his foot recently in an accident.

Dunn—Captain Henry Hood has cabled his father, Paul C. Hood, that he is returning home. The cable was sent from Tokyo.

Raleigh—Phil Gattis (Person Street Pharmacy No. 1) headed a committee which arranged a party for Sphinx Club members, their wives and guests, held at the Tar Heel Club recently.

Hendersonville—International Cellucotton Products Company of Chicago has purchased the Balfour Mills, Inc., at Balfour, in a transaction involving approximately $3,000,000. The task of converting the production of the mill to gauze will require a period of about six months time, it is estimated by the new owners.

High Point—Mac Watson Stevens, after a two-year period of farm management and operating a flour mill, has returned to pharmacy by accepting a position with Ingram's Pharmacy. Mac's farming activities have been taken over by his brother, recently returned from overseas.

Something to Think About

About a hundred years ago one of the pioneer leaders of education in this country was Horace Mann to whom the remark is attributed that a man should be ashamed to die unless he has accomplished something worth while for humanity.

PHARMACEUTICAL EDUCATION

(Continued from Page 299)

sponsible for developing or approving plans and policies for the survey, for reviewing reports embodying the survey data, and for approving the conclusions and recommendations. A technical staff composed of a full-time director and two assistants will be employed by the Council. The director and staff members will be responsible for gathering data, preparing reports, and drafting conclusions and recommendations in accordance with the plans and policies approved by the committee on the survey. The reports in final form will be published by the American Council on Education. The plan for distributing the reports is to be decided upon when costs and resources can be determined. It is expected that the survey will require approximately three years. The report will be published as soon after it is received in final form as conditions will permit.

Wrisley

Bath Superbe

4 bath-size cakes 1.00

COMPANION TO

Wrisley

Toilet Superbe

8 hand-size cakes of Wrisley's famous Superbe soap

1.00

JUSTICE DRUG CO.

North Carolina Service Wholesale

GREENSBORO, N. C.

Board of Pharmacy News

J. G. Ballew, President....Lenoir
W. A. Gilliam.....Winston-Salem
Roger A. McDuffie.....Greensboro

I. T. Reamer.....Durham
F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. McALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

Do You Know the Pharmacy Law?

"I have hung my license in ..... Drug Store so that it is now covered." So states in part a letter received recently in the office of the Board of Pharmacy. We are not quite certain what the writer of the letter intended to convey, for no place are we able to find that the "hanging" of a Pharmacist's Certificate in a drug store has any special significance. Our state law requires that a pharmacist shall display his license in a conspicuous place in the pharmacy where he practices, but this is to inform the public that the person who fills their prescriptions is qualified under the law to render that service. IT IS NOT A LICENSE FOR ANY PERSON EMPLOYED IN THE STORE TO RENDER THAT SERVICE.

The law entitled "Selling Drugs Without License prohibited: drug trade regulated" is perhaps the most generally misunderstood or willfully misinterpreted of any of the laws regulating the practice of pharmacy. Since this is such an important law and probably affects the method in which the average retail drug store is conducted more than any other law, it is felt that some comment here is in order. The law restricting the practice of pharmacy to properly qualified pharmacists was passed as a public health measure. It was not passed to grant a monopoly on the selling of drugs to any special group of persons. The law states that it shall be unlawful for any person not licensed as a pharmacist "to conduct or manage" a pharmacy or drug store for the "compounding or dispensing of drugs—or physicians' prescriptions." It states that it shall be unlawful for any person "not licensed as a pharmacist—to compound physicians' prescriptions except as an aid to and under the *immediate* supervision of a person licensed as a pharmacist—." This is a clear statement of the legal fact. Too many persons operating drug stores in the State have apparently been erroneously reading double talk into the law if they feel that the "hanging" of their Certificate of Registration in a drug store "covers" that store and any person who might happen to be employed in the store is permitted to render such pharmaceutical service as filling prescriptions.

The passage of this law by the Legislature was the result of an attempt on the part of that body to protect the public from incompetent and unqualified persons rendering the important meticulous service of filling prescriptions that might mean the difference between the life and death of a person. There was a time when a slight error in amount or dosage did not make too much difference. That was before the day of potent chemotherapeutic agents and purified active principles. Today, the rendering of pharmaceutical service is very serious business.

(Continued on Page 291)

OUR CREED

After One Hundred Years of serving our fellowmen in a trade which is among the highest professions we have come to some conclusions for the Present which are gathered from the experiences of the Past. These things we hold to be true and because of them we have written our Creed which we hope will be an inspiration to all:

WE BELIEVE in good, clean competition.

WE BELIEVE in truthfulness of advertising—whether this advertising is produced by us or by manufacturers represented by us.

WE BELIEVE in the golden rule as it applies, and should apply, to business.

WE BELIEVE in the ability of our organization to render the finest service under any circumstances.

WE BELIEVE in our traveling representatives, knowing them to be men of the highest character.

WE BELIEVE in the retail drug trade, in its individual and collective integrity, and in its far-reaching future.

WE BELIEVE in the American Way of Business, and in the great Principles on which this Nation was founded.

THE BODEKER DRUG COMPANY

One Hundred Years of Service

RICHMOND, VIRGINIA

DO YOU KNOW THE PHARMACY LAW?

(Continued from Page 289)

For many years the health professions have striven to place the practice of the respective branches on a higher scientific level through better education of those engaged in that practice. Pharmacy has been no exception. It has kept abreast of developments both in educational standards and in standards of practice. These forward steps were not the result of legislation but of pharmacy's desire to render a health service commensurate with that of the other health professions. We can ill afford to weaken the chain in this health service by allowing faulty links to remain in pharmacy's length.

Board of Pharmacy Examinations

The Board of Pharmacy met in Chapel Hill June 18 and 19, 1946 for the examination of candidates for license to practice pharmacy in North Carolina. Of those taking the examination, 5 were successful. They were: Dingler, Kenneth Lee, Mount Airy; Neely, Clement M. (col.), Winston-Salem; Pethel, Raymond E., China Grove; Lockhart, Bernard O., Greensboro; Slayton, Mary Thomasine, Murphy.

Mr. Bernard O. Lockhart, a graduate of the School of Pharmacy of the State University, received the honor of making the highest average on the examination.

All of the members of the Board were present with the exception of Mr. J. G. Ballew. In his absence Roger A. McDuffie acted as president pro-tem. This was the first meeting for the new member, Mr. W. A. Gilliam of Winston-Salem, who replaces Mr. M. B. Melvin of Raleigh as a member of the Board.

In addition to the examination of candidates, the Board disposed of a large number of business matters. A great deal of discussion was devoted to further perfecting the Board inspection and law enforcement program, most of the details of which have now been completed.

New Registrations

Since last reported in the JOURNAL the following drug stores and pharmacists have been registered.

PHARMACISTS RE-REGISTERED

H. G. Dameron, Wilmington; J. L. Holshouser, Chapel Hill.

PHARMACISTS REGISTERED BY RECIPROCITY

William Lea Cowan, Forest City (from South Carolina); Nathaniel Krumbein, Charlotte (from South Carolina); James Ralph Casteel, Canton (from West Virginia).

NEW DRUG STORE REGISTRATIONS

McKay's Pharmacy, Inc., Hazelwood (change of ownership); Black Creek Drug Company, Black Creek (change of ownership); Surry Drug Company, Pilot Mountain (change of ownership); Malvern Hills Drug Store, Asheville (new); Service Drug Store, Pinetops (change of ownership); Barefoot's Drug Store, Asheville (change of ownership); Caldwell Drug Store, Granite Falls (new); Service Drug Store, Kinston (new).

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

Salesmen Honored

(Opposite Page)

George Franck of The Commercial Auxiliary of the Virginia Pharmaceutical Association (top, right) is shown presenting J. R. Brownie, Lee Wetzel and Fuller Reed with life memberships in the organization.

Brownie, who formerly represented Dr. Miles Laboratories in this State, received a similar membership in the Traveling Men's Auxiliary of the N. C. P. A., at the Asheville meeting this spring.

Joe Slays 'Em (bottom) . . . "When I kiss 'em they need support!" says Joe E. Brown, who recently appeared as Jack Haley's special guest on the Sealtest Village Store.

Pretty Sharon Douglas, who plays Penny Cartwright on the popular NBC show, is the young lady who can prove that statement.

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

Selling Your Customers For YOU

Millions of Newspaper Readers Every Week and Millions of Radio Listeners Every Day

Eases the Pain — Soothes the Nerves

The quick-acting ingredients in the "BC" formula, ease headaches [illegible] and gently soothe nerves [illegible] Also relieves neu- [illegible] and func- [illegible]

RELIEVES HEADACHES

BC

. . . and soothes Nerves upset by

HEADACHE *and* NEURALGIA

The prescription-type ingredients in the "BC" formula are readily assim[illegible] t's why "BC" offers [illegible] from headaches, [illegible]cular aches and [illegible]ic pains.

Nerves ruffled and upset by minor pains are also gently soothed by the quick-acting "BC" ingredients. Keep a 10c or 25c package handy. Use only as directed. Consult a physician when pains persist.

B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

A Survey of Pharmaceutical Education in the United States

Pharmacy has assumed a role of increasing importance in the constantly expanding public health program of the United States. Dr. W. W. Charters, in the report entitled "Basic Material for a Pharmaceutical Curriculum," published more than a decade ago, stated that "pharmacy is a profession rather than a trade." Dr. Charters states further in his report, "The materials that the pharmacist deals with are in many cases so dangerous in their effects upon physical well-being, and the problems that face him in the handling of these materials and in his contacts with the public require so much intelligence—if they are properly performed—that it is absolutely essential for him to have a rather wide and intimate acquaintance with the fundamental sciences upon which the art depends; and since the distinction between the trade and the profession lies essentially in the fact that the trade needs to know only the methods in order to be proficient while the profession needs to know the principles upon which the methods depend, it follows that pharmacy is a profession rather than a trade."

Because of the important role that pharmacy plays in American life, because pharmaceutical services are constantly being expanded, and because pharmaceutical education has expanded until there are at present approximately 65 schools of pharmacy in the country, it is important that a study be made of pharmacy and pharmaceutical services to include some or all of the following areas:

1. *An analysis of prescriptions to determine the knowledge required in compounding them.*

This would require the assembling of prescriptions and an analysis of them to the point at which it appears that all forms of compounding ordinarily required have been identified. A technique similar to this was employed by Dr. Charters in the study of pharmacy which he made a number of years ago.

2. *A study of the activities engaged in by pharmacists.*

This part of the study would endeavor to determine to what extent pharmacists actually devote themselves to the preparing of compounds and in filling prescriptions, the handling of drugs, medicines, and health supplies and all other phases of pharmaceutical practice—also to what extent they engage in the actual business management of their organization, and to what extent they engage in other types of activity, both within and without the drug store, with special reference to other professional, business, civic, or commercial affairs, and the aptitudes and training needed to perform properly these services.

3. *An analysis of the general knowledge that a pharmacist should have regarding pharmaceutical products as indicated by information requested by members of the medical profession and questions asked by customers.*

The large increase in ready-prepared pharmaceutical compounds imposes upon the pharmacist the responsibility of being fully informed concerning the relative merits of such products in order that he may give safe, correct, and intelligent advice. The kinds of knowledge which a pharmacist should have can be arrived at by assembling and summarizing information requested by members of the medical profession and questions asked about these preparations by purchasers.

4. *A study of new fields of pharmaceutical service with their implications both for training and for employment.*

Like many other professions, the scope of pharmaceutical services is undoubtedly being extended in a number of directions. It is important to know what new fields of specialization have developed with a view to determining the extent to which these developments indicate a need for change in future pharmaceutical education.

(Continued on Page 297)

Here Is What One Man Says About The N.C.P.A. Group Policy

MILLER DRUG COMPANY, INC.
PRESCRIPTION DRUGGISTS
MOORESVILLE, NORTH CAROLINA

Mr. W. J. Smith, Secretary
N. C. Pharmaceutical Association
Chapel Hill, North Carolina

May 29, 1946

Dear Mr. Smith:

Several months ago I purchased an insurance policy, through the Association "group", from the Inter-Ocean Casualty Company.

After purchasing the policy I developed a hernia, which required an operation. I went to the hospital April 1, and was out of the drug store for eight weeks.

Today, I received a check from this company for claim, which amounted to $211.66.

I am just taking this opportunity to express to you, as Secretary of the Association, that I can recommend this insurance to the druggists of the State.

Yours very truly,
(Signed) S. H. Price

Here Are Some Others Who Have Been Paid Claims

Joe Montesanti, Jr.	V. J. King	James L. Sutton
H. D. Collier	Walter Airheart	T. J. Ham, Jr.
S. P. Birkett	Lloyd P. Brookshire	R. H. Curtis
Michael A. Nicholson	John W. Martin	J. Carlton Jackson
James D. Brown	Amos Cornwell	John C. Williams
Elliott S. White	John Welch	John Elbert Smith
Earl K. Keith	Ralph T. Holmes	Fred M. Moss
H. Bryan Duffy	Waits A. Ward	Paul H. Thompson
William Tingen	Otis Aiken	James F. West

Still Being Paid

C. H. Bradford	Richard E. Young	A. Grover Poindexter
Jack Amram	Riley C. Maness	R. S. Everett
W. M. Salley	L. W. Jenkins	W. G. Thomas
Walter Adair		

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON,
C. C. CARPENTER, LUCAS ABELS
D. H. ROGERS, J. WILMER PANCOAST
or F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

PHARMACEUTICAL EDUCATION

(Continued from Page 295)

5. *A study of the role of pharmacy in medical care.*

The relationship of pharmaceutical services to physicians, dentists, veterinarians, hospitals, clinics, and other agencies of medical care needs to be analyzed with a view to discovering whether there are special implications for either pharmaceutical education or pharmaceutical practice.

6. *An evaluation by pharmacy graduates of their previous training in relation to activities in which they engage.*

The graduate pharmacist is particularly able to evaluate his previous training in relation to the types of service he is called upon to render. Educational institutions that employ the technique of asking graduates to evaluate their training have, through this procedure, received many valuable suggestions for improving their programs.

7. *A study of supply and demand of trained personnel in the field of pharmacy.*

With a view to determining the extent to which facilities for pharmaceutical education should be extended, it is necessary to forecast as accurately as possible the number of trained pharmacists that will be called for in the immediate future in relation to the number that can actually be prepared with existing facilities.

8. *The relationship of pharmaceutical education to business and industry—how the education can be more closely integrated with practical experience.*

There is a marked trend at the present time in various phases of professional education toward the provision of practical experience along with theoretical training. This is really an extension of the principle of internship which has for some time been employed in the field of medical education. A study needs to be made of the practicability of introducing experience in the field of pharmacy as a part of the total program of professional pharmaceutical education.

9. *Provisions for the guidance of pharmaceutical students within the pharmaceutical colleges.*

One of the most important aspects of professional education, and one which is most frequently neglected, is the provision of adequate counsel to students who plan to enter the professions. This is undoubtedly quite as true of pharmacy as it is of medicine, dentistry, and other fields. The study should, therefore, include the facilities that colleges of pharmacy have for aiding students in evaluating their own personal and intellectual capacities in relation to various opportunities for specialization in pharmacy. In making this study consideration will be given to various types of tests and examinations that may be used for the purpose of advising students and to information about the various fields of specialization which may appropriately be chosen by individuals possessing requisite intellectual qualifications and personality traits.

10. *The establishment of criteria for the selection of pharmacy students.*

Not all students who apply for admission to a school of pharmacy possess the qualifications essential to success in a school of pharmacy or to success in the pharmaceutical field. As a means of aiding institutions in selecting students as well as aiding students in determining whether or not they should enter a school of pharmacy, certain minimum criteria of selection should be established. It is impossible to indicate in advance what these criteria should be, but they should certainly include a minimum level of general scholastic aptitude, certain personality qualifications, and probably special aptitude for the types of training required in a pharmacy program.

11. *The qualifications of faculty members and the conditions of faculty service in the pharmaceutical colleges.*

The quality of an educational program in pharmacy, like the quality of an educational program in any other field, is dependent first of all upon the preparation of the faculty members and the conditions under which they work. Faculty competence could be determined in terms of formal training, contributions to professional literature, membership in learned societies, etc. The conditions of faculty service might include such matters as salaries, tenure, provisions for retirement, provisions for sab-

(Continued on Page 299)

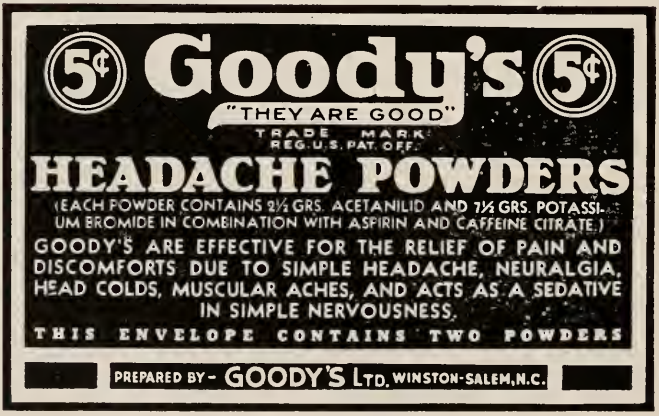
TURNOVER —

DAILY — WEEKLY — MONTHLY

MAKE UP FOR LACK OF OTHER MERCHANDISE TODAY BY FEATURING

PROFITABLE

EASY-TO-SELL



Caution: Use only as directed

Goody's, Limited

WINSTON-SALEM, N. C.

PHARMACEUTICAL EDUCATION

(Continued from Page 297)

batical leaves, etc. Whether or not this is an area that should be included in the survey would finally have to be determined by the survey committee and the director of the survey.

12. *The levels of educational preparation required in pharmaceutical services.*

A number of the colleges of pharmacy have extended their educational programs above the bachelor's level, some offering the master's degree and a few offering the Ph.D. It is important both for the guidance of institutions that contemplate an upward extension of their educational programs and for the guidance of individuals who plan to do graduate work in the field to know what types of positions are now held by those who have received either the master's or the doctor's degree in pharmacy and what the future demand is likely to be with reference to individuals holding higher degrees in pharmacy. It will be equally important to investigate to what extent pharmaceutical organizations employ persons who hold higher degrees in fields of specialization other than pharmacy and what fields of specialization are represented. This part of the study should also throw light upon the kind of advanced preparation that proves most valuable in the fields of service in which those who hold the master's and doctor's degrees are commonly employed.

13. *The relationship of requirements for licenses to programs in pharmaceutical education.*

This part of the study will require an analysis of the requirements set by licensing boards, an investigation of the types of examinations that are given for the purpose of licensure, the variations, if any, in standards maintained in the several states, the provisions for reciprocity among states, the relationship between the knowledge and skill required to pass state examinations and the knowledge and skill developed in educational programs and other matters of a similar nature. Of fundamental importance to pharmaceutical education is the question whether licensing boards through their examinations tend to limit the scope and emphasis of educational programs or whether the examinations are constructed to measure the types of information and skill which the educational programs are designed to develop.

The areas just suggested are in no sense to be regarded as a final outline of the scope of the survey. They merely illustrate some of the phases of pharmaceutical services that should be explored with a view to discovering important implications for pharmaceutical education and for the improvement of pharmaceutical services to the public.

Plans for such a study were presented to the American Council on Education in 1929, but for various reasons the study was not undertaken. The American Association of Colleges of Pharmacy, at its annual meeting in September 1943, instructed its executive committee to study plans and arrangements for a survey of pharmacy which would supplement and bring up-to-date the study made by Dr. W. W. Charters from 1923 to 1927, already referred to.

The American Council on Education has again been asked to undertake this survey. Because of the importance of the project in our national life, the Council is interested in conducting the survey if satisfactory arrangements can be made for financial support and competent personnel.

While this survey has been initiated by the American Association of Colleges of Pharmacy, the Council assumes that it will be necessary to enlist the cooperation of other agencies having an interest in pharmaceutical educational practices. In fact, the Council has already addressed an inquiry to a number of agencies that would be directly concerned, and has received from most of these agencies cordial endorsement of the survey and an expression of willingness on their part to cooperate.

The following plan of organization and procedure is suggested. The American Council on Education will appoint a committee of about nine members on which will be represented the interests of education, state certifying or licensing boards, industry, pharmaceutical practitioners, government, civil and military, examining boards, etc. This committee will be re-

(Continued on Page 287)

The Seeman Printery, Inc.

Where Good *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION
AND PROMPTNESS

Printers in Durham, N. C., Since 1885

Thousands Prefer a

LIQUID HEADACHE REMEDY!

Sell Them

Liquid CAPUDINE

Liquid Capudine is so easy to take . . . so easy on the stomach . . . so quick in its pain-relieving action. You see, Capudine's ingredients are already dissolved, therefore, all ready to start relief . . . there's no waiting for the ingredients to disintegrate and dissolve before relief starts.

Millions of newspaper advertisements are telling North Carolina people about these advantages of Capudine every week throughout the year. Display Capudine in your store and get your full share of the demand.

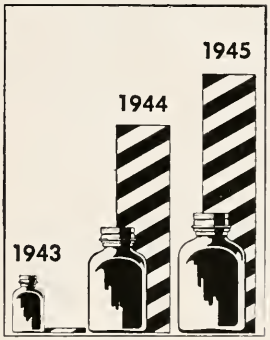
CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Vitamins may come and Vitamins may go but ONE-A-DAY BRAND *Stays*

Sales are going UP UP UP

The only line of vitamins now in your store, founded on a solid rock of consumer acceptance through national advertising, is ONE-A-DAY (brand), offered by Miles. From a cold start in 1943—see graph at right—sales of One-A-Day (brand) Multiple Vitamin Capsules have grown to record-breaking proportions, are still growing, and will continue to be an impulse item, making money for YOU. That's why One-A-Day (brand) is the strong Vitamin product for you to push, display and sell! It STAYS on the market!



7 OUT OF 10 People need supplementary vitamins—the kind supplied in One-A-Day (brand) Multiple Vitamin Capsules . . . These customers will continue to buy One-A-Day (brand) because . . .

8 OUT OF 10 People They *know*—they *believe* in—they *want* One-A-Day (brand). When YOU offer them One-A-Day (brand) Multiple Capsules, the sale is SURE!

Hear 10 or More Miles Radio Sales Talks Every Month.

Watch for the Alka-Seltzer GIRL IN GREEN floor stand —coming to you soon.

MILES LABORATORIES, INC. · ELKHART, INDIANA

YOU OUGHT TO KNOW!

RECENT years have been a test of our mutual patience and understanding. It has been our constant realization that shortages of merchandise, slow deliveries, and our shortcomings have been a source of trial and tribulation. Much as we would have liked to have served you perfectly, you can appreciate the reasons for our inability to serve you in a top-notch manner. Throughout good years and bad, your loyalty and understanding have been a source of genuine comfort and appreciation.

We've Played No Favorites

It has been our constant policy to distribute our products equitably, fairly, and without discrimination. Allocations and rationing have been handled on a most unbiased basis.

You Will Continue

to receive a just and fair share of merchandise currently produced. An expansion program by us to develop new business will not be made until there is adequate merchandise for all.

Depend On W. H. King

to play fair with you. You ought to know—we always have —we always will.

W. H. KING DRUG COMPANY

RALEIGH, N. C.

"The House of Friendly and Dependable Service"

The Carolina
JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

T. J. Ham, Jr., Chairman of the N. C. Institute of Pharmacy. The Institute Committee seeks to raise $100,000 as a building fund for the N.C.P.A.

ugust, 1946

ume XXVII Number 8

VA PHARMACY SERVICE PLAN

—Page 343

Specific gravity and your business

A body immersed in liquid loses weight equal to the weight of the displaced liquid. This is Archimedes principle, one of the most useful physical laws in the practice of pharmacy. For centuries this law has stood guardian over the purity of hundreds of compounds used in everyday prescription practice. In like manner, the successful conduct of a business is subject to the skill of a proprietor in applying the changeless laws of economics and of human relationships. Fair prices, fair dealing, quality, and service are fundamental to winning and holding customer good will. For over fifty-one years the Lilly Policy has adhered tenaciously to these principles. We have you, the pharmacist, and your professional partner, the physician, to thank for the ever-increasing Lilly specifications—all votes of confidence in the Lilly Policy.

Lilly

Eli Lilly and Company • *Indianapolis 6, Indiana* • U. S. A.

WE PAY HIM • BUT HE WORKS FOR YOU •

BENADRYL

production is increasing

In this message to pharmacists all over the country, Parke, Davis & Company desires to convey its sincere thanks for the splendid manner in which the pharmaceutical profession has met the difficult situation caused by the unprecedented demand from physicians for Benadryl Kapseals.

So great was the demand, both prior and subsequent to the release of Benadryl to the drug trade, that even with expanded manufacturing facilities we were unable to produce the Kapseals in sufficient quantities. As a result, inevitable delays were encountered in filling completely some of the orders received.

To the pharmacists who have helped us explain this situation to the physicians, and who have cooperated in making limited supplies serve as many patients as possible, we extend our grateful thanks and our promise that we are making every human effort to bring Benadryl supplies up to the demand. Benadryl production is increasing daily.

PARKE, DAVIS & COMPANY • Detroit 32, Mich.

HERE'S A SUGGESTION If you are still short of Benadryl Kapseals, may we suggest that you call your physicians' attention to Benadryl Elixir on which supplies are easier. Each 4 cc. (teaspoonful) contains 10 mg. of Benadryl. Supplied in pint and gallon bottles.

J & J Baby Lotion

Johnson & Johnson have announced a gigantic advertising program in support of their new baby lotion, which is a scientifically homogenized emulsion of high grade blend mineral oil, lanolin, water and hydroxy quinoline.

According to O. G. Duke, J. & J.'s representative in Eastern North Carolina, "over 750 leading hospitals are using our lotion. Samples are being mailed to 55,000 doctors, and in the next 12 months 1,500,000 three ounce samples will be mailed to new mothers.

"We believe this lotion will be the fastest selling product in the baby market field in a short time. The lotion is also used for chap, chaffing, wind burn, minor skin irritations and excellent for ladies with dry skin."

Johnson & Johnson has a new Walt Disney color film "Bathing Time for Baby," which is available on a free loan basis to clinics, nurses meetings, drug meetings, classes and club meetings.

Shades of Nightshade!

An Eastern North Carolina Chamber of Commerce, while discussing the subject of business hours, argued that drug stores are expected, from tradition and habit, to keep long hours, and that they should remain open a little late evenings until the theatre-goers and late shoppers have completed their purchases and had an opportunity for the "pause that refreshes."

Yes, we could go back to those 15, 18 and 20 hour schedules, but would the public benefit in the long run? It is one thing for a dead-tired, half-asleep employee to make a mistake behind the soda fountain, and quite a different matter when the mistake occurs in the prescription department—that is when the mentally and physically exhausted employee is liable to concoct a drink that produces a "permanent pause."

Tradition and habit . . . chuck them out the window, because from here on you'll be living in the future, not the past.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

Look into this LIQUID vitamin and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B_1, B_2, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

THE CHATTANOOGA MEDICINE CO.

Chattanooga Tennessee

Council Appointed to National Committee

Kenneth A. Bonham, president of The Proprietary Association of America, has announced the appointment of C. T. Council, President of the B.C. Remedy Company, Durham, as a member of the organization's National Relations Committee.

Hardt Joins Hoffman-La Roche

Robert A. Hardt, formerly Director of Advertising and Sales Promotion of E. R. Squibb & Sons, has joined Hoffman-La Roche, Inc., as Promotional Director.

Secretary Speaks to Civic Clubs

Secretary Smith spoke to three civic clubs during the latter part of July and first of August. They were: Co-Operative Club, Greensboro; Lions Club, Carrboro and Rotary Club, Durham.

A short talk and movie were presented in Greensboro to the Co-Operative Club. Smith was presented to the group by J. W. Tyson of the Green Street Pharmacy.

"Medicinal Drugs Plants of North Carolina" was the topic presented by Smith in Carboro and Durham. Lloyd Senter was in charge of the program in Carrboro and Ralph P. Rogers in Durham.

Present for the talk in Durham, as guests of Mr. Rogers, were the following: D. L. Boone, C. T. Council, Germain Bernard, Hunter Kelly and I. T. Reamer. Approximately 250 members attended the three meetings.

New Drug Store Opens in Dallas, N. C.

Mr. W. L. Summey, has opened a new drug store at Dallas, N. C. under the name of Summey Drug Company. Complete new fixtures and equipment have been installed, including a new 12 ft. Stanley Knight Streamliner Soda Fountain.

Twins

Mr. and Mrs. C. Louis Shields of Burgaw announce the birth of William Sparkman and Robert Louis on August 1st.

Our heartiest congratulations to the Shields on this occasion of a double addition to the family.

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$8.00 Doz. 100s

A. E. P. Tablets
$16.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

I. T. Reamer, *Manager* A. E. Millis, *Ass't. Manager*

REACO PRODUCTS

P. O. Box 1922

Durham, North Carolina

Christmas Will Be Here In Just Four Months

This is not too far away to start purchasing your Christmas merchandise—to get what you can now. Many of the better items are still hard to get so prepare for a good holiday business by buying early.

Our display room is now open and many items are ready to be shown.

Plan now to come to see us, and let us know when we may expect you.

WE WILL BE LOOKING FOR YOU

Owens & Minor Drug Co.

Incorporated

1000 E. Cary St. Richmond, Virginia

"Who Have Been Good Drug Wholesalers since 1882"

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXVII — AUGUST, 1946 — No. 8

Concerning the Coming Inspection of Prescription Departments

By J. LOUIS COBB

We've been double crossed.

After years of great effort we've finally managed, thanks to Attorney Bowman, to get laws passed in North Carolina whereas and whereby and to-wit: "there shall be a pharmacist on our county boards of health, our district boards of health, and on our state board of health."

Now they, these pharmacists who have been so honored, threaten us! They hint, they insinuate, that they might pass a ruling whereby our private prescription cubby-holes may soon be inspected and graded in sanitation, beginning at the tail of letters, Z, instead of the head, A.

They agree that most all of us could then rate uniform certificates of grade. Most of our prescription departments would now grade Z with an occasional X and Y. Damn 'em. They can't do this to us, or can they?

I'll fix 'em. I'll get 'em. I'll clean my prescription room so clean . . . I'll enamel it so darn white, they'll think they're in a hospital.

We'll show 'em—

Let's all frame up on 'em.

Let's all do it!

Then when they come around, they'll be ashamed of themselves. Let's have our prescription rooms so clean we won't let 'em in until they've been deloused and sprayed from head to foot with ST 37 and 10% DDT. And, I can just see 'em now . . . their faces all red. They'll be so ashamed of themselves!

A Good Decision

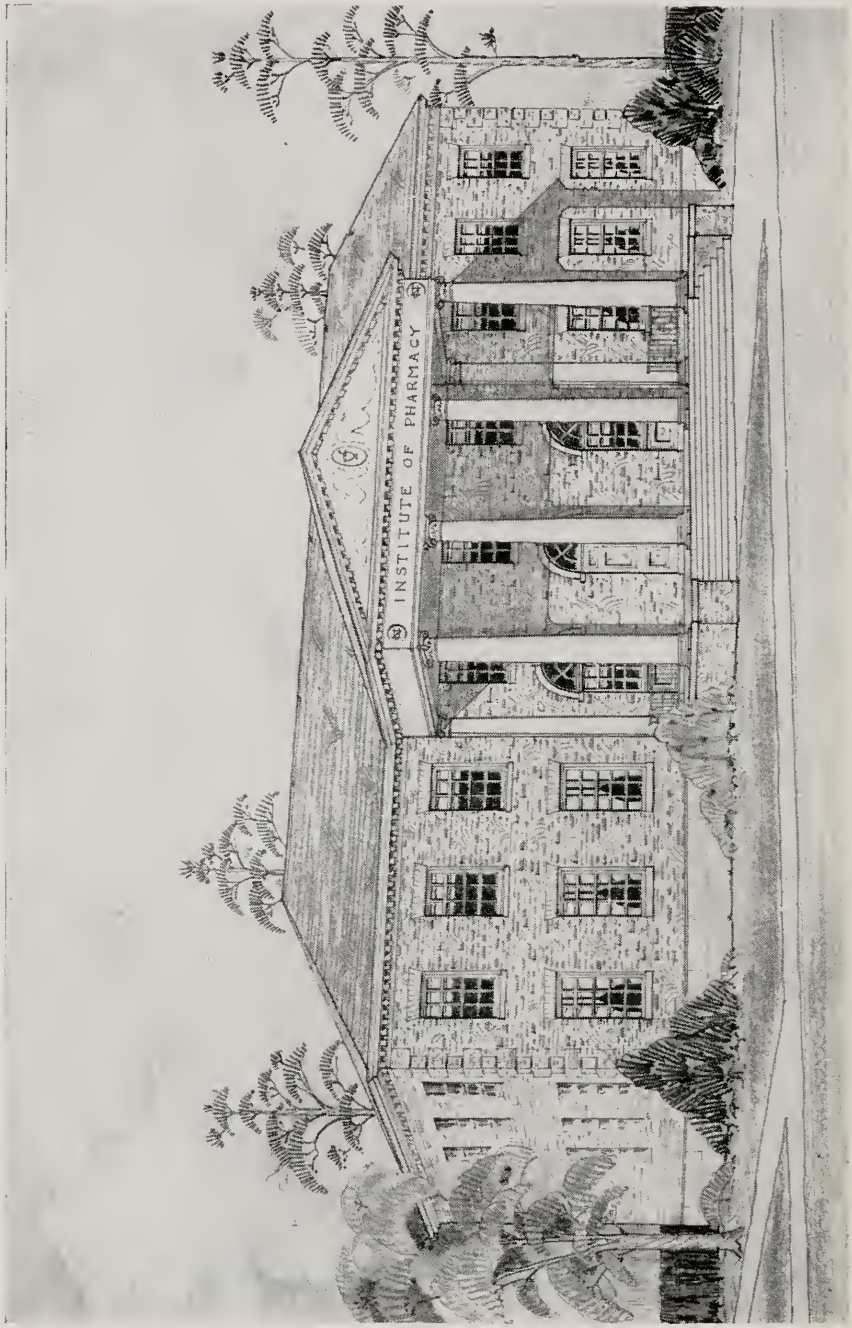
(Editorial, *Durham Sun*, 7/30/46)

The North Carolina Pharmaceutical Association is to be commended for its decision to conduct an educational campaign on the danger of indiscriminate use of barbiturates (sleeping tablets), sulfa drugs, thyroid extracts and other drugs which may prove harmful if used incorrectly.

The sleeping tablet habit for some time now has been known to have reached the proportions of a national menace, and the use of the sulfa drugs also is rapidly approaching that state. Having become aware of the remarkable curative powers of the drug, many persons today are taking the tablets, or are giving them to their children, at the slightest provocation—all without the advice of a physician. Although these persons have the best of intentions, they may be doing serious harm to themselves and others.

While it is true that these drugs and others like them require a doctor's prescription, there usually are some of the tablets still left in the medicine cabinet from the last illnesses. As they have worked before, it is the natural thing for many to take them again without giving the matter a second thought.

Laws and regulations governing the dispensing of such drugs by pharmacists are in effect and are necessary. But an educational campaign such as is planned in the State seems to be needed, too. There are so many people who have to be protected from their own folly.


INSTITUTE OF PHARMACY

Institute of Pharmacy Drive Gets Underway

T. J. Ham, Jr., Chairman of the North Carolina Institute of Pharmacy, reports enthusiastic response to his committee's announcement concerning the proposed erection of a headquarters building in Chapel Hill. Shortly after the plans were announced on August 7th, contributions started coming in to the Secretary's office, with practically every mail delivery containing one or more checks earmarked for the Institute.

So far plan number two has been the most popular. Contributors designating plan number two donate $100 which qualifies the individual to have his name inscribed on a bronze mortar and pestle, which will be hung in the reception room of the Institute.

The second phase of the campaign will take place in September with the appointment of county chairmen by the ten district chairmen. At this time county quotas will be set up and an announcement made of the results of the initial drive, which is scheduled to end on September 1st.

Mr. Ham's letter, as received by more than 900 members of the N.C.P.A., follows:

"Are you interested in a central home for Pharmacy in North Carolina—a place where members of the profession may meet for special seminars, institutes, and the like; a place where your non-pharmacist friends may come and be favorably impressed; a place where you may drop in and just be 'at home' for a few hours?

"Such a place is being contemplated by the North Carolina Pharmaceutical Association. As you know, votes have been solicited on the location for such a building and Chapel Hill has been selected by a 3 to 1 majority.

"At a recent meeting of the Institute of Pharmacy Committee, it was voted to begin accepting contributions for the building. Construction will be undertaken as soon as the necessary funds are on hand and economic conditions permit.

"The Institute Committee has been assured the endowment money for maintenance—$50,000—will be made available, provided the pharmacists of the state do their part. This means that your money, dollar for dollar, will be matched by our wholesale and manufacturing friends.

"In the enclosed booklet you will find complete information about this proposed project. Won't you give it your most considered thought and let us hear from you?"

Institute Building

A sketch of the proposed Institute building prepared by the Association's architect, Mr. Marion A. Ham of Durham, is shown on the opposite page.

District Officers

After completion of a series of meetings sponsored by the N.C.P.A. in Eastern North Carolina, the following officers were elected to carry on the "district plan" in their respective areas for the next twelve months:

District 8

President, D. D. Hocutt, Henderson; Vice-President, R. R. Herring, Oxford; Secretary-Treasurer, H. W. Walker, Norlina.

District 10

President, John C. Hood, Kinston; Vice-President, W. B. Gurley, Windsor; Secretary-Treasurer, John Biggs, Greenville.

District 9

President, W. L. West, Roseboro; Vice-President, W. Y. Whitley, Fremont; Secretary-Treasurer, B. R. Ward, Goldsboro.

District 6

President, J. C. Jackson, Lumberton; Vice-President, J. H. Townsend, Red Springs; Secretary-Treasurer, E. F. Rimmer, Sanford.

It Was a day of Heartaches and Sorrow...

That smoky, cloudy morning in April of 1865 when the two Bodeker brothers stood in front of the site of their apothecary on Main Street. Lee had evacuated the beleaguered Capital of the Confederacy, the City had been set afire, Federal troops were everywhere—and the Cause was lost. Lost, too, were most of the businesses. But behind the heartaches and sorrows was the fierce determination of men to re-build a great City with new and better business houses.

The Bodekers lost no time. Soon the shingle was again hanging above the front entrance to another modest building. And again the name "Bodeker" become synonymous with "Service."

Since that tragic day of 1865 Bodeker has served the drug trade in Virginia and the surrounding area with an unfailing faith in the trade and the country. That is the American Way of Business.

THE BODEKER DRUG COMPANY

One Hundred Years of Service

RICHMOND, VIRGINIA

Balance-Weight Inspection

After 46 months in the Army Signal Corps, George S. Turner of the Weights and Measures Division of the State Department of Agriculture is back in the field making checks on drug store balances and weights.

The minimum tolerance on prescription balances is 2/10th grain. On class B balances (not used for less than 10 grains), the minimum tolerance is 1/2 grain.

Queer Orders

After a little questioning "Muriatic Acid" was delivered by H. H. Horne & Sons, Fayetteville, to a customer who ordered "New Rata Acid."

Not far away, John C. Graham of the Red Springs Drug Company was trying to figure this one out: "Flesh Cast Story." A bottle of Fletcher's Castoria satisfied his customer.

Frank Lyon of Oxford correctly deciphered this one: "Dr. perceses faret perciption." Can you?

Prefers Drug Stores

Druggists in Eastern North Carolina will sleep a little sounder now that Hosea Parker, the "Axe-bandit" has been sentenced to 18 years for robbery.

Hosea used three axes in entering Devon's Drug Store, Faison. A pistol and $20 was stolen from the Warsaw Drug Company; $1,000 from Taylor's Drug Store, Powellsville.

One of North Carolina's Better Drug Stores

"The other morning I was reading the newspaper, and after having exhausted most of the news items, I turned to ad reading as most of us do from habit.

"The newspaper happened to be the Asheville *Citizen-Times*.

"Of all the advertising displayed in this particular edition, the ad which impressed me most was a one inch, one col. ad which said simply: 'Salley's, One of North Carolina's Better Drug Stores.' This and a small cut showing a mortar and an Rx sign.

"Mind you, this ad in it's simplicity said more than a whole page in such ads as Ivey's, Bon-Marche's, Carolina Power & Light Company and a dozen others.

"One of North Carolina's Better Drug Stores. . . .

"Not the best drug store! Mr. Salley's ad claimed simply ONE OF THE BEST . . . one of North Carolina's better drug stores. In his advertising, Mr. Salley's was not only advertising his pharmacy; he was advertising all of North Carolina *better* stores."—By a JOURNAL reader.

Check Purchaser Says Physician

Dr. Charles P. Graham, president of the New Hanover Medical Society, recently warned Wilmington pharmacists against filling narcotic prescriptions without checking the purchaser, following the detention of four persons by W. T. Atkinson, Federal narcotic inspector.

$800 Taken

Chapel Hill's first robbery in more than a year occurred in early August. An unknown thief broke two locks and robbed The Carolina Pharmacy of approximately $800 in cash and checks.

Mr. and Mrs. Phillip Lloyd, who manage the pharmacy, have been unable to buy a safe and kept their cash receipts in a wood compartment closed by a small lock set into the doors. The thief smashed a padlock off the back door of the store, broke the lock to the cash drawer, and took a wood tray of coins, a bag of pennies, a metal cash box, and a cigar box containing stamps.

BUXTON W. HUNTER

Buxton William Hunter, 78, died August 2, in Rex Hospital, Raleigh, following an illness of three weeks after suffering a broken hip in a fall.

Mr. Hunter was associated at one time with the McKimmon Drug Company in Raleigh; later manager of King Drug Company. He traveled for Sharpe & Dohme for a number of years and served as manager of Davis Pharmacy, Williamston, until his retirement about twelve years ago.

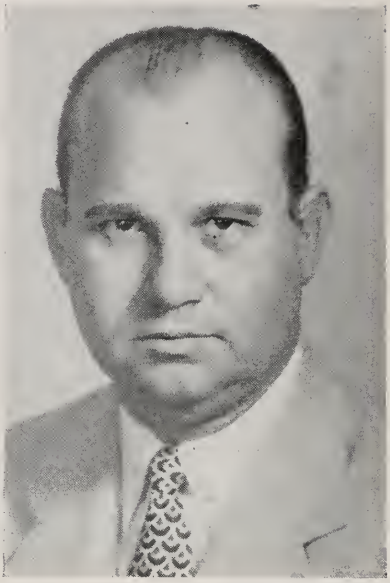
Funeral services were held from the Methodist Church in Warrenton on August 4. Burial was in the town cemetery there.

Berryhill Fountain Sales Company Opens New Show Room in Charlotte

The Berryhill Fountain Sales Company, distributors for Stanley Knight Soda Fountains, has opened their new show room and office at 715 Louise Avenue, Charlotte, N. C.

Owned and operated by Olin A. Berryhill, this concern will distribute Stanley Knight equipment throughout the Carolinas. They also have the retail sales agency on the Wingate Super Ice Chipper, for the entire United States. They are now shipping these machines to all parts of the country.

A well-trained sales organization, will cover the territory. The company will also offer complete designing and planning service, having the services of one of the outstanding designers of the south. A complete fountain repair and installation service is maintained. Fountains and other equipment are now on display in the new beautiful show room.



OLIN A. BERRYHILL

Dr. Brecht Returns

The many friends of Dr. E. A. Brecht will be pleased to learn he is expected to resume his former position as a member of the Pharmacy School faculty this fall. As announced this past month, Dr. Brecht resigned his position as an Associate Professor of Pharmacy at Chapel Hill to accept a flatteringly larger salary at the University of California in San Francisco.

Difficulty of securing a satisfactory place in which to live and other conditions were responsible for Dr. Brecht's decision to return to this State.

While a member of the University faculty, Dr. Brecht organized the Pharmacy Senate, an organization which has been of much assistance to the students in acquainting them with the practical side of pharmacy. His entire life has been spent in pharmacy—first as a clerk in his father's pharmacy in Minnesota Lakes, Minn., later as a student at the University of Minnesota and a pharmacist in various retail pharmacies—so Dr. Brecht is admirably fitted as a leader, teacher and student counsellor.

FIXTURES FOR SALE

5 Floor showcases with glass ends.
1 6′ Cigar case.
2 Metal display racks.
2 5′ Step displays.
1 4′ Step display.
7 52″ Sections of drug shelving with closed base and glass doors in top section.
1 11′ Prescription counter and front.
6 38″ Drug shelving. This is with drawers in base section, and open top.
1 8′ Back bar with mirror.

The above fixtures are not of the latest style and design.

Available about 30 days.

Contact the

A. B. MORGAN FIXTURE COMPANY

307 W. Worthington Ave.

Phone 7237 Charlotte, N. C.

Your customers prefer it because

WHITE'S
Flavor-Rich
ICE CREAM

is Deliciously Different!

White Dairy Products Co., Raleigh

District Meetings

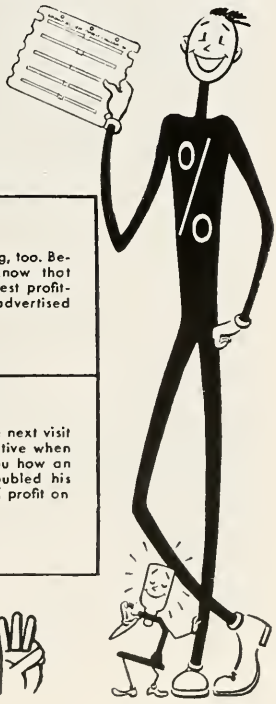
The first series of district meetings have been completed in Eastern North Carolina. Districts 8, 10, 9 and 6 were covered on successive days during August 12-15 by a caravan of speakers including E. C. Daniel, Zebulon; T. J. Ham, Jr., Yanceyville; Mrs. W. R. Adams, Angier; F. O. Bowman, H. C. McAllister and W. J. Smith, all of Chapel Hill.

The western area of the State will be covered by the same speakers as follows: Hickory, August 27; Monroe, August 28; Mocksville, August 29 and Asheboro, August 30. Meetings will be held in Districts 1 and 7 this fall, but the date and place have not been selected so far.

Pharmacists in charge of local arrangements in the western area are as follows: Hickory, W. R. McDonald, Jr.; Monroe, Paul Gamble; Mocksville, W. R. Wilkins; Asheboro, H. C. Reaves.

A complete story of the district meetings, including business transacted, officers elected and pictures of attending delegates, will appear in the September issue of The Carolina Journal of Pharmacy.

Your Bromo-Seltzer profits bigger,
Any way you want to figure—
And with what HI PERCENT is showing,
You won't be guessing—you'll be knowing!



HI PERCENT: It's Bromo-Seltzer's new Profit Calculator—just devised to show you beforehand how much profit you're going to make on every Bromo-Seltzer purchase. When you're giving your order to the Bromo-Seltzer representative, he'll tell you what your profit on that order will be. Mighty pleasant—mighty pleasant.

HI PERCENT: And plenty thrilling, too. Because you'll be surprised to know that Bromo-Seltzer is one of the biggest profit-makers among nationally advertised products.

HI PERCENT: Ever stop to think of the double job Bromo-Seltzer does for you?
1. You sell Bromo-Seltzer at your fountain by the dose.
2. People buy the home packages at the counter.

One helps the other. It's your two-way traffic builder.

HI PERCENT: Look forward to the next visit of your Bromo-Seltzer representative when my profit-calculator will show you how an average druggist more than doubled his money or made better than 50% profit on Bromo-Seltzer.

Tune in the Big Bromo-Seltzer Radio Show INNER SANCTUM every Monday night on CBS Coast-to-Coast

FIGHTS HEADACHE 3 WAYS

BROMO-SELTZER

A PRODUCT OF EMERSON DRUG COMPANY SINCE 1887

Pharmaceutical Council Meets

New projects of the North Carolina Pharmaceutical Association were outlined at a meeting of the newly organized Pharmaceutical Council held in Chapel Hill, August 28-29. Among the new activities discussed were a $100,000 Institute of Pharmacy building fund, an educational campaign to acquaint the public with regulations governing the dispensing of barbiturates and sulfa drugs, and the formation of 10 district groups within the state.

Two sessions of the Council were held, the first Sunday afternoon, August 28th, from 2 to 5 P.M.; the second, Monday morning, 9 A.M. to 1:45 P.M. Sunday night the delegates were guests of the Association at a barbecue supper and a movie at Howell Hall of Pharmacy. To complete the evening's entertainment, songs by the internationally famous quartette "Deep River Singers" were presented.

In discussing "District Associations," Mr. W. A. Gilliam of Winston-Salem said: "The plan is for the State Association to sponsor one annual meeting in each of the ten districts and it is hoped, after district officers are elected, that at least three other meetings will be held annually in each of the 10 districts."

Secretary Smith stated eight district meetings would be held during August and two (Districts 1 and 7) in either September or October.

Mr. W. L. West, Roseboro, presented a paper on "Drug Store Personnel Training," a subject of particular importance to the Council.

Drug Store Personnel Training

The primary purpose involved in operating any business is that of creating profits. This purpose is realized only in satisfying customers. This is true in the conducting of a drug store, as much or more, than in any other business or profession. In order that profits and satisfied customers may be successfully tied together, it is necessary that the salesman should do a good job of selling merchandise to the customer. A potential market is created by advertising, but selling or salesmanship actually produces the sale, and the success or lack of success of a drug store depends on the kind of salesmanship that the employees of the store use with customers.

The buying public is extremely critical of the kind of selling and service that it gets in retail stores. This is true with drug stores as well as with other types of stores. Too often we hear, "good serv-

(Continued on Page 315)

Pharmaceutical Council

(Opposite Page)

First row—left to right—E. C. Daniel, Zebulon; C. T. Council, Durham; T. M. Stanback, Salisbury; Stacy Smith, Asheville; J. M. Darlington, Winston-Salem; Mrs. J. C. Jackson, Lumberton; Mrs. W. R. Adams, Angier; Miss Marsha Hood, Kinston; P. A. Hayes, Greensboro; H. C. Starling, Raleigh; Walter Scott, S. A. Beaty and Herman Cline, Charlotte.

Second row, J. C. Jackson, Lumberton; Phil D. Gattis, Raleigh; W. B. Gurley, Windsor; S. M. Edwards, Ayden; W. M. Salley, Asheville; J. Louis Cobb, Waynesville; W. A. Gilliam, Winston-Salem; C. L. Eubanks, Chapel Hill; P. J. Suttlemyre, Hickory; F. O. Bowman, Chapel Hill; and R. P. Lyon, Wadesboro.

Back row—W. J. Smith, Chapel Hill; T. J. Ham, Jr., Yanceyville; Dr. M. L. Jacobs, Chapel Hill; Paul H. Thompson, Fairmont; W. L. West, Roseboro; Ralph P. Rogers, Durham; W. R. McDonald, Jr., Hickory; John L. Moorhead, Durham; Roger A. McDuffie, Greensboro; H. C. McAllister, Chapel Hill; and I. T. Reamer, Durham.

Among those attending the Council meeting but not shown in the picture were the following: Harry Montgomery, Raleigh; C. M. Andrews, Burlington; W. Lee Moose, Greensboro; L. deR. MacMillan, Chapel Hill and Marion A. Ham, Durham.

Thank You Druggists

Since 1931 MERITT Medicated POWDER has enjoyed an expanding acceptance, unspectacular but sound in progress. We are not spectacular folks and our standards of manufacture and advertising are based on reliability and good character. We believe that such an approach pays dividends to all parties concerned in the distribution of a medicine. This belief is based on our thought that the manufacturer, the wholesaler and the retailer who are parties to the offering of a product to the public all bear a responsibility to that public.

This year, after considerable planning, we launched a national advertising campaign. Our ads are designed to reflect credit and good character on the retailer and the product. Cheap, "carnival" ads may get quicker results, but at the same time they characterize the product. MERITT Medicated POWDER is a reliable self-medication; it is laboratory controlled during manufacture and is safe to use. No claims are made for its efficacy which cannot be backed up by actual results from usage. No druggist need apologize for, or be ashamed of this product.

We pledge to you, in exchange for your past cooperation and your wholehearted approval of MERITT, that just because we are growing we do not intend to forget our friends. This nationally advertised product will continue to carry the usual free goods that give you a 75% profit per dozen. We shall constantly try to improve our merchandising aids and advertising to bring profit to you. At no time will we step down from our stand on providing a product on which you and your customers can rely without question.

You have helped to make MERITT Medicated POWDER a success. We want to take this opportunity to thank you.

Sincerely,

The Meritt Chemical Company, Inc.

Greensboro, North Carolina

PHARMACEUTICAL COUNCIL

(Continued from Page 313)

ice is unusual''; or, ''they don't know their merchandise''; or, ''they don't seem to have the slightest idea what a person wants.'' Many customers have the idea that the drug store employees do not know how to sell and sometime they get the idea that they do not want to know how to sell. No pharmacist wishes his customers to have such opinions about his store.

Under normal conditions of operating a drug store, and under the usual methods of employing drug store personnel, the pharmacist has an opportunity to employ men and women who are trained in salesmanship, or can be easily trained. In normal times and under normal conditions, I believe that most all drug store employees are anxious to learn the best selling methods, but unfortunately for the past four or five years, many pharmacists have been faced with the problem of a shortage of component drug store personnel. They have either had no time for training their clerks, or could not keep them employed long enough to properly train them. But now that the war has ended, this problem is being solved, and it should be the concern of every pharmacist to enter into a program of personnel training that will show dividends in increased selling and profits.

The ability to sell successfully is not born in salespeople. It is learned by study, practice and experience, and no matter how much a salesperson knows, there is always more to learn. This does not mean that new employees are faced with a hopeless task, but it does mean that they must be eager to learn and must work hard. The alert pharmacist will study his customers, analyze their needs and desires, and train his clerks to meet these needs and desires. A pharmacist in a rural community will meet consumer demands which will differ from the consumer problems in larger towns and cities. The pharmacist in an industrial community will face consumer problems which differ from the problems of the pharmacist who may be dependent on tourists for their store volume. So each individual drug store owner must map a schedule of personnel training to fit the community which he serves. However, there are certain courses of training that will be useful in all stores, regardless of their location. For example: the prescription clerk in any prescription department should be trained in the art of selling items closely associated with the prescriptions which he fills. I mean by this, that he should be able to suggest and sell many items from the hospital and first-aid departments. Another example is the cosmetic department. Almost all drug stores have a cosmetic department and the training received in selling cosmetics will meet the needs of any community.

Perhaps one of the best and most efficient methods of training personnel is the specialized type of training. Under this plan the salesperson most suitable is selected, and every advantage is given this person to learn everything possible about the merchandise in the department assigned to him. Your Association has in the past year inaugurated a series of short schools for drug store proprietors and their personnel, intended to assist in this specialized training. Every member of the North Carolina Pharmaceutical Association should give encouragement and support toward the continuance of this method of training. This is one way of increasing the knowledge and efficiency of the salesperson, thereby increasing the profits and prestige of the store.

As we enter this postwar period, we are going to be faced with problems that have never before faced our profession. Plans are already being made by business interests outside the field of pharmacy, to grab, and I do mean grab, some of the trade that in the past has been reserved for sale only through drug store channels. Are we going to let this happen without a fight? Are we going to let the super-markets and department stores take away some of our most profitable business, without so much as opening our mouths in protest? The drug industry has been responsible for introducing and bringing to their present position of profitable merchandise, many of the items which we now stand to lose to other trade channels. We can not hope to accomplish much for ourselves by legislation. Our only hope is through the cooperation of pharmacists of this and other states, in a program of better trained salespeople for our drug stores. To this end, I pledge my support to the North Carolina Pharmaceutical Association and to my fellow-pharmacists.

Mr. Paul H. Thompson of Fairmont stated that something should be done to impress the younger pharmacists with their professional obligations to the public. He cited one case where a pharmacist had refused to return to a drug store to fill a prescription after being requested to do so by a physician.

Ralph P. Rogers, Durham pharmacist and member of the Association's Committee on Veterans Affairs, outlined in detail the contract which the N.C.P.A. had signed with VA to provide prescription service and sick room supplies for eligible veterans

(Continued on Page 317)

THE WINGATE

SUPER ICE CHIPPER

CHIPPED AND SHAVED ICE

Saves Time, Ice and Money

CHIPS AND SHAVES UP TO 25 POUNDS PER MINUTE

Cuts Fine Chipped Ice Especially for Soda Fountain Use

Heavy Duty Motor—Permanently Lubricated Oilite Bearings, Stainless Steel Blades. Weight, 120 Lbs. Height, 32 Inches. Width, 18 Inches.

QUICK DELIVERY — PRICE $125.00

Plus N. C. Tax

FULLY GUARANTEED

We do not sell these machines through jobbers or wholesale drug houses, only direct, so send your order direct to—

Berryhill Fountain Sales Company, Distributors

OFFICE AND SHOW ROOM
715 LOUISE AVENUE
CHARLOTTE 4, NORTH CAROLINA

PHARMACEUTICAL COUNCIL

(Continued from Page 315)

through member stores of the State. Complete information concerning this plan is reproduced on page 343.

T. J. Ham, Jr., Chairman of the North Carolina Institute of Pharmacy, exhibited a sketch of the proposed building and stated that a vigorous campaign would be carried on by his committee this Fall to raise a minimum of $100,000. An eight-page booklet, a personal letter, contribution slip and other information pertaining to the Institute project has been mailed to every member of the North Carolina Pharmaceutical Association, Mr. Ham said.

An experienced certified public accountant, Mr. L. deR. MacMillan of Chapel Hill, closed the first session by discussion "Drug Store Accounting." He said:

Drug Store Accounting presents unusual problems arising from the wide variety of services offered. Each store should have an individualized system of accounts fitted to that particular store.

The basis of sound judgment is accurate information. Without sound accounting the essential business facts cannot be secured. Anyone who believes they can carry accounts in their head, estimate with a reasonable degree of accuracy the rate of inventory turnover, or maintain a fair, profitable price policy without reliable accounts is kidding none but themselves.

Notwithstanding the peculiarities of different stores there is nothing to prevent any druggist from obtaining adequate records and information concerning his business with a minimum of time and expense. For this reason the North Carolina Pharmaceutical Association is considering making available to its members information and services with respect to accounting matters. It is thought this will assist in improving drug store operations for the benefit of the druggist, his community and the public at large.

Mr. MacMillan said he had developed an accounting system for retail drug stores which he proposed to offer at $10 a month. Since the proposal was favorably received, Secretary Smith was directed to announce it to the members and arrange the necessary details.

According to Mr. MacMillan, the service will provide (1) monthly statement of operation; (2) letter of comment and suggestions; (3) preparation of Federal and State tax reports and payroll records; (4) prepare county and city tax declarations; (5) prepare and maintain complete depreciation schedules; (6) prepare profit and loss statement for the year, balance sheet and interpretation of these reports.

The proposal, as presented by Mr. MacMillan, was released to members of the N.C.P.A. on August 6th.

Mr. Stacy Smith of Asheville closed the afternoon session by discussing "Cornea Transplants" and posed the question of whether or not the Association would be warranted in putting on a state-wide campaign looking towards the establishment of a "Cornea Bank" in this State. The suggestion was made that the Asheville Drug Club put on such a campaign in Buncombe County after securing the active support and endorsement of the Buncombe County Medical Society. In case this campaign is successful, the plan is to make it state-wide by putting all the facilities of the State Association behind it.

The Secretary-Treasurer of the N. C. Board of Pharmacy, Mr. H. C. McAllister, of Chapel Hill, was the first speaker on the program Monday morning. His comments were mostly confined to a discussion of the Board's enforcement program and what it proposed to do in the future. He prefaced his remarks by saying:

During the war great impetus was placed on all types of research. Many new and potent therapeutic agents resulted from this investigative program. With the improvement in potency and effectiveness of medicinal agents, there was introduced a corresponding danger of ill effects from misuse.

The Board of Pharmacy is cognizant of the danger to public health occasioned by the dispensing of these drugs by unqualified persons. It intends to use to the fullest extent the power granted to it by law for the protection of the public.

"Combatting Competition of Non-Drug Store Outlets" was the title of a paper presented by Mr. J. Louis Cobb of Waynesville, a pharmacist who not only believes in "clean drug stores" but practices what he preaches by keeping his business—the Curtis Drug Store—immaculately clean,

(Continued on Page 319)

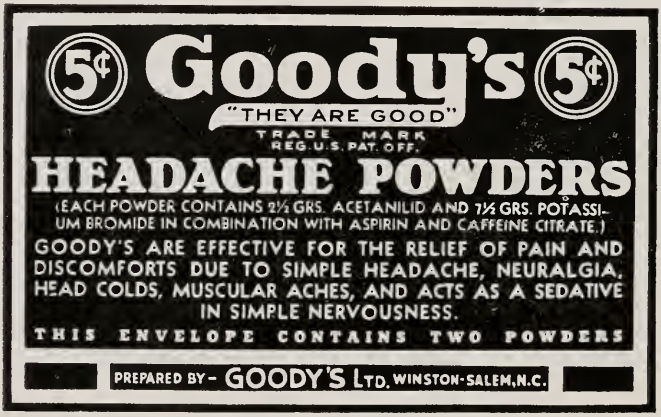
TURNOVER —

DAILY — WEEKLY — MONTHLY

MAKE UP FOR LACK OF OTHER MERCHANDISE TODAY BY FEATURING

PROFITABLE

EASY-TO-SELL



Caution: Use only as directed

Goody's, Limited

WINSTON-SALEM, N. C.

PHARMACEUTICAL COUNCIL

(Continued from Page 317)

brightly lighted, and well stocked with merchandise.

Mr. Cobb's paper follows:

Combatting Competition

A few days ago a friend of mine—now an ex-friend—stopped me on the street and with quite a silly expression on his face said, "I see by the paper that you have been invited down to Chapel Hill to make a speech, to address a meeting of the N. C. Pharmaceutical Council, to which you've been named to membership."

"Yes, it seems that that's correct; what do you think of it?" I asked.

"I think it's a lot of Bull," he said very frankly.

"Perhaps you're right," I admitted. As I strolled away casually from my ex-friend, the word Bull gave me an idea for this brief 5-minute talk.

This is the story of two bulls—a young adolescent bull, and a ripe old middle-aged bull, most ready for his pension and retirement.

Back in the early springtime in Haywood County, I was driving with friends through the rich dairy back-country, over the hills, off the beaten paths of common travel. In the course of our ride we came upon a sight which was out of this world. It was a young buck of a boy, a lad of about 19 or 20 years of age who was raising quite a lot of noise with his loud curses and the gun-like snapping of a long keen snake-like leather whip. He was laboring in a patch of new ground, trying to clear it up, with the help of an almost mature, young and adolescent bull. This, I had to see! So all of us went into the new ground to investigate the phenomenal and most unusual attempt to work a bull. We had all seen oxen yoked to a plow or a sled —but a bull—never! We questioned the young man concerning his motive. "This is his schooling!" he exclaimed between curses. "I'm raising this here bull as a prize-winner and a stock-improving breeder. He is intelligent; he's got sense! I'm trying to teach him now that there is a more serious side to Life than simply eating and breeding."

Now try to frame this picture in your mind's eye: Here is a true picture of North Carolina Pharmacy today—July 29, 1946. The new ground, the field in the process of being cleared and made ready for crop production is Pharmacy—ever old, yet EVER NEW! All of you are aware of the fact that Pharmacy is perhaps the oldest of the professions; its beginning goes back into the very twilight of recorded history, and at this early dawn hour, when men began to express themselves and their thoughts in hand-scratched symbols on the surface of soft lime and soap stones, Pharmacy was an old profession. Old, yet ever new! Always growing, always changing! Evolution! never static.

Now picture the young adolescent bull: the druggists of North Carolina, young, sleek, powerful beyond conception; they do not know their own strength! Yet, stubborn, hard-headed, bull-headed, proud! Like the bull, interested primarily in eating—and breeding! Picture, if you please, our splendid North Carolina Pharmaceutical Association, and our Pharmacy Board; W. J. Smith and McAllister—cracking their whips over our body—beautiful driving, ever driving us! Making us do the work in the new ground. There are those of us who ignore the cracking of the whip, and the cursing and hollering from "W. J." and McA. We are interested only in the grass we eat from the field; we care not at all for the over-all plan to clear the field for a bumper cultivated crop next year—and for years to come; we are satisfied to eat the wild grass as we find it. We wake up one day to find that we are no longer bulls; over-night we have become oxen—sterile, good-for-nothing except labor that has lost all of its sweetness! We no longer fight back; we accept no challenge—we are static! we are dead!

Since the very beginning, there have always been battles to fight. This new scare is nothing! What if the super-stores do put in drug departments. If this will serve to fully awaken us to the challenge of battle, I say it's a darn fine thing. We need to be aroused out of the apathy of our opium-dreams!

North Carolina! Fastest growing state in the U.S.A. Finest bunch of pharmacists in the Nation—with a *minority* of the best drug stores in the U. S. and a *majority* of the L-o-u-s-y 'EST, the most CRAPPY, the dirtiest!

This is the dawning of the Atomic-Age, Gentlemen!

This is the picture: we stick out our chests! We blow ourselves up like proud toad-frogs when we discuss the new miracle drugs, the sulfas, penicillin, streptomycin, and those that are coming along in the laboratories. You'd think we *sired* them ourselves—the way we take pride in selling them! There's one good thing—it's a blessing that penicillin and streptomycin are sealed in sterile ampoules—or we'd not be allowed to handle them in a great many of our stores!

Why are the super-markets going in for drug store item merchandising? Why are gents' haberdasheries putting in Men's Cosmetics? Why are the department stores putting in whole drug store departments?

(Continued on Page 321)

"Be sure that re-order calls specifically for DEAN'S Peacocks . . .

Peacock

REDI-WET Skins. Pre-moistened. Box of 3's in plastic capsules. Available now in limited quantities.

Package No. 17 . . . 3's. Retails 50c.

No. 16 Economy Package of 12 for Family trade. Retails $1.

RESERVOIR END PROPHYLACTICS

Alert druggists realize that it PAYS to keep stocked up on Dean's Peacocks . . . for several reasons.

The Health Feature is plainly visible . . . its obvious advantages an automatic selling point.

Fine Quality of rubber . . . thin, tough, sensitive . . . is appreciated by users. These features bring you a surprising volume of

Repeat Business. In this respect, Peacocks give you an ideal leader for general drug sales.

Profits for Druggists Exclusively. The Dean merchandising plan holds STRICTLY to ONE channel of distribution. All Dean prophylactics are sold through

Drug Stores

ONLY

And, with Dean's, this means ONLY! Whatever others may do . . . Dean's policy permits NO DEVIATION from this principle.

Call Your Wholesaler or Write

Dean RUBBER MFG. CO.
North Kansas City, Mo.

DEAN Headquarters in Your District,
PARAMOUNT SALES CO., P. O. Box 477, Knoxville, Tenn.

PHARMACEUTICAL COUNCIL

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It is because we have failed to keep step with progress, evolution, the TIMES. These outlets are clean, they are orderly, departmentized, well managed. They price-tag every item in their stock. They discount and pay their bills every week! They buy in dozens; gross lots in the fast-moving items. They create an atmosphere in their stores that is kind, courteous, inviting—in short they are simply filling a public demand, giving the public what it wants. The curse of the average out-of-step drug store is 1/6th and 1/4th dozen buying. We buy today as though we expect the world to end tomorrow at noon. Then we RIDE the wholesaler (and others) till the very last day of his terms. No wonder they're selling to non-drug store outlets. We're driving them to it. We act as though we do not plan to continue in business. We're bulls—there's nothing clever or fox-like about us—except the SOUR-grapes!

Now the story of the second bull—the old bull—the show bull! The show bull is all non-drug store outlets rolled into one prize-winning bull. Not so long ago I was driving up in Cashiers Valley—up between Sylva and Highlands, when a sign on the road attracted my attention: "See the Prize-Winning $10,000 Bull—Admission only 25c." On up the road I came to a large stone-posted wide open gate way—off the highway—with plenty of parking space for many cars. There was the ticket booth—and a man selling tickets. As we parked, another car pulled up. It was an old Buick 4-door sedan, which looked like a Sunday School picnic—it was so full of children. Pretty soon a man got out, left the others in the car, and strolled over to the man at the ticket booth—just ahead of me. "What's so wonderful about this bull?" he asked the ticket seller.

"He's one of the finest bulls in the South, a prize winner in all the fairs; he has sired some of the finest milking herds in Western North Carolina—" the ticket seller went on with his spiel.

"Don't guess we can see it," the man explained as he turned to walk off.

"Wait a minute, Brother, the cost of admission is only a quarter."

"I know, but that would be $4.50 in all for my family. You see, I have with me my wife and our 16 children."

"Just a second, mister,"—the ticket seller stepped down and out of his booth came out to shake the man's hand. "Here's $4.25 in free tickets for the folks and you go in free. I want this here bull to see YOU!"

And so we have here in the story of the man with a wife and 16 children the picture of ourselves a few years hence—if we will but accept the challenge and fight and win these battles which lie ahead. Today we go in and see the big bullies—the smart operators—who are merely giving the public what it wants, smart, wide-awake MODERN merchandising, plus splendid service! We study the way they operate. We come home and clean house. We make a plan. We work our plan. We clean up our new-ground. We cultivate our opportunities. In a year or two they'll be coming in to see us—our 16 children; 16 well stocked, well priced, clean and beautiful departments.

It's a battle. It's a fight. Let's accept the challenge. Collectively—in our UNION we have limitless strength; we'll lick them at their own game.

W. R. (Bill) McDonald of the Ninth Avenue Pharmacy, Hickory, discussed some of the factors which influence salaries and hours of drug store employees.

Salaries and Hours

To discuss the problem of salaries and hours of drug store employees in a five minute talk about the only possibility for doing an intelligent job is to outline an analysis of the problem and to raise a few questions about how we might solve the problem. I should therefore like to point out for your consideration at least the following factors influencing salaries:

1. Preparation.
2. Experience.
3. Classification of employee—Manager, Druggist, Clerk, etc.
4. Opportunity for advancement.
5. Location of business.
6. Salaries of personnel in other drug stores and in comparable business enterprises.

Factors which determine the hours of employees might be as follows:

1. Opening and closing hours of the drug store (they may need to be changed—they can be).
2. Size of store and number of employees.
3. Organization of business (it may need evaluation and change).
4. Policies of other drug stores in the town or locality.
5. Policies of other comparable business enterprises.

Now what can and will be done about this problem is utterly dependent upon the philosophy of drug store management. This philosophy may be defined as a growing, changing, developing attitude about this business we're in. So, without "telling you off" about what I think, suppose I raise a few questions which each man has to answer for himself.

First, if we are a service store we will need to be concerned with such problems

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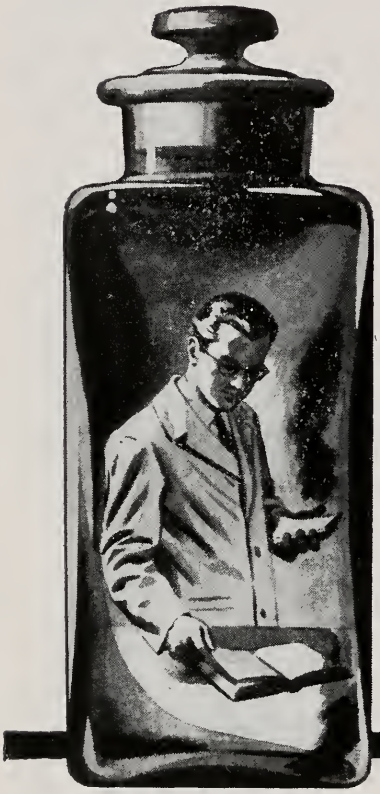
In the materia medica of modern chemotherapy



Combisul-TD

A single 0.5 Gm. tablet of COMBISUL-TD is therapeutically identical with an equivalent amount of sulfathiazole or sulfadiazine alone. Yet, this same tablet is no more toxic to the kidney than either drug used alone in one-half the usual unit dose.

By combining these outstanding sulfonamides, Schering research has made a contribution to the materia medica of modern chemotherapy. Today, COMBISUL-TD can replace both sulfathiazole and sulfadiazine in the treatment of any infection for which either drug alone was formerly specific, excepting meningitis.*

COMBISUL-TD: A mixture of equal parts of sulfathiazole and sulfadiazine, each drug present in but one-half the usual unit dose. Tablets of 0.5 Gm. containing 0.25 Gm. sulfathiazole and 0.25 Gm. sulfadiazine; in bottles of 100 and 1,000.

SCHERING

*COMBISUL-DM: Tablets of 0.5 Gm. containing 0.25 Gm. sulfadiazine and 0.25 Gm. sulfamerazine are indicated in meningitis; in bottles of 100 and 1,000.

Trade-Marks COMBISUL-TD and COMBISUL-DM—Reg. U. S. Pat. Off.

Schering CORPORATION · BLOOMFIELD, NEW JERSEY
IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL

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as merchandising, advertising, buying, management, organization and on-the-job training as they relate to salaries and hours. We cannot make an intelligent approach to any problem we have without first asking these questions.

1. Where are we; what is the present status of our business?

2. Where do we want to go, what do we want our status to be?

3. How can we get from where we are to where we want to go?

To answer the last question we must find the "know how" skill for which Americans are noted. To answer any or all of these questions, certain activities seem essential to me.

1. We've got to take time to plan—to think things through for ourselves, to visualize. To find out what others think of us, our employees and customers and what they think we might be.

2. We've got to provide time and opportunity for regular meetings of our staff—meetings which have been carefully planned for various purposes which might be:

a. To get together for a social occasion. It is important for people who work together to know each other.

b. To share ideas about better management. Publications and other educational materials can be used as a basis for discussion.

c. To plan objectives over a long period of time and to set up immediate goals.

d. To demonstrate good techniques of selling, house keeping, and a host of other activities. We can use clinic methods.

e. To discuss personnel problems. What is the role of the fountain manager in a prescription drug store? What are reasonable drug store hours? What are current salaries? What is our training? This last point which I have made might encourage on-the-job growth and further study. This might encourage a clerk to choose pharmacy as a profession or another worker to assume more and more responsibility for the progress of the business. This approach, which I have described, may result in:

Better morale among employees.
More stable staff of workers.
Improved business.

And these, I believe, are probably the aims generally held by all store owners.

It was generally agreed by the Council members that the trend toward shorter hours was continuing and that the Association should actively cooperate with any group of stores that desired to work out a uniform agreement, such as has been instituted in Lenoir. In working out closing schedules, the group agreed that particular attention should be given to "rotation schedules" so as to not entirely deprive a community of pharmaceutical service.

Mr. Marion A. Ham, the Association's Architect, gave a graphic analysis of the present situation in regard to availability of building materials; of the various problems likely to be encountered in remodeling a business. The problem of whether or not to remodel or build at the present time is an individual one, he said. During the depression, one pharmacist said he could not remodel on account of the lack of finances; now the story is "it costs too much."

Approximately 190 students will be enrolled this Fall at the University of North Carolina School of Pharmacy, Acting Dean M. L. Jacobs told the Council. Sixty first-year students, all residents of the State, have been accepted. Dr. Jacobs also announced the return of Dr. Brecht, who recently resigned to accept a position in California, and the addition to the faculty of Dr. Herman O. Thompson of the University of Illinois and Mrs. Reeves Hawkins, University gradnate student.

A detailed analysis of the activities of the State Board of Health was presented by J. C. Jackson of Lumberton, a member of the Board. Mr. Jackson said the Board's inspection program was being stepped up just as rapidly as competent inspectors could be placed in the field and he cautioned his listeners to pay particular attention to sanitation in and around their soda fountains. In commenting on "dirty prescription departments" he said the Board of Health may have to step in—perhaps with a grade card—if something is not done voluntarily by the pharmacists themselves.

Mr. Jackson's paper follows:

Activities of the State Board of Health

The State Board of Health is composed of twelve divisions and bureaus, namely: Central Administration, Preventive Medicine, Local Health Administration, Epidemiology and Vital Statistics, Laboratory of Hygiene, Sanitary Engineering, Oral Hygiene, Industrial Hygiene, School Health Coordinating Service, Nutrition, Tubercu-

(Continued on Page 325)

MEET AMERICA'S BEST ICE CREAM SALESMAN

Every week, millions of radio listeners join the fun at Jack Haley's Soda Fountain in the Sealtest Village Store. You can draw many of these loyal fans to your Fountain by serving *Sealtest*... America's largest-selling Ice Cream.

Southern Dairies

Sealtest ICE CREAM

THE MEASURE OF QUALITY

Sealtest, Inc., and associated companies are divisions of National Dairy Products Corporation

Look to the future in your planning for soda fountain profits. Remember that Sealtest Ice Cream is the largest-selling brand in America, by far. Remember that it has been promoted, all through the years of scarcities, by a top-ranking national radio program; by newspaper advertising in selected markets; by strong store identification and display; by intelligent fountain promotion keyed to your needs.

All of that activity continues, today stronger than ever, headed by Jack Haley and his highly popular Sealtest Village Store Radio Program. It is the kind of hard-hitting promotion that makes your Sealtest Franchise more and more valuable each day.

Tune in the Sealtest Village Store, starring Jack Haley, Thursday Evenings, NBC

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losis and Venereal Disease Education Institute.

The Central Administration deals with programs, relations with other departments, personnel, requisitions, central file, library, printing health bulletins and health publications.

The Health Coordinating Service is the activities between the health and education departments.

The Industrial Hygiene deals with the investigations of environmental hazards in industry, including chemical analysis of atmospheric contaminants and ventilating systems. Evaluation of methods for control of specific hazards, and clinical X-Ray examinations of industrial workers.

Sanitary Engineering deals with the sanitation of hotels, tourist homes, summer camps, schools, restaurants, drink stands, abattoirs, meat markets, sewer and water systems, milk sanitation, typhus control and also rodent control.

The Local Health Administration is the organization of local health units. At present there are ninety-six of our one hundred counties that have full-time local health services. This unit handles the allocation of state and federal funds. It offers consultation services, program planning, venereal disease control, nursing and health education, film distribution and equipment.

Division of Laboratory—its chief work is the examination of cultures, water, blood, feces, bile, exudates and swabs. Some of the products made are vaccines for typhoid, rabies, smallpox, whooping cough, diphtheria toxoid, antitoxins for diphtheria and tetanus.

Epidemiology and Vital Statistics is a study and investigation of epidemics. This year special stress has been on whooping cough and diphtheria due to the fact that the death rate in diphtheria has been on the increase. Great progress has been made in the control of venereal disease. The malarial investigation and control work has been a great success. We are now offering free D. D. T. spraying of all veterans homes who contracted malaria while in service. This department has charge of the supervision and enforcement of communicable disease regulations. Here all of our vital statistics are tabulated and kept including our birth and death certificates.

The Division of Preventive Medicine deals with maternal and child hygiene, prenatal and infant centers, supervision of midwives and distribution of toxoids. Records show that in our maternity and infant care program one out of every six babies born in the state have had arrangements made with the doctor and hospital with all bills paid. By this service and as a result this death rate has been reduced to a new low record. We have our crippled children program, health education, distribution of pamphlets, leaflets, posters and charts. This department controls the allocation of state and children bureau funds.

The Division of Oral Hygiene work is done in schools by lectures, teaching mouth health, examination of all children with treatment given to underprivileged children under fifteen years of age.

We also have visual education projects as Little Jack's Puppet Show, Little Jack's Museum and the distribution of dental health literature.

Our Tuberculosis Control program which was organized in January 1945, now has six mobile units, each unit having been so designed to take films. The work also deals with education surveys and case findings through mass radiology.

Nutrition—This program is now working in ninety-eight of our counties. The Board of Health has two objectives—First: To promote a better understanding of the importance of Nutrition as a factor in the maintenance of good health. Second: To help establish in each community a sense of responsibility for the nutritional status of each of its citizens. This work is based on the appreciation of the people of the state and of the resources of the state.

A Cancer Control program has been authorized and we hope to do some real work just as soon as conditions permit.

The ambition of the State Board of Health is that every North Carolina child shall have the maximum protection against infectious diseases and defects that impair physical, mental or moral fitness to compete for his place in the world.

In discussing the subject "Conventions and Drug Shows," Mr. C. M. Andrews, Assistant Secretary-Treasurer of the N.C.P.A., made several specific recommendations, as follows:

(1) Continue rotating annual meetings throughout State. The suggestion had been made to select one central location (Pinehurst) and to meet there every year.

(2) Make annual meeting a three-day affair so as to eliminate crowding of program.

(3) Eliminate prizes.

(4) Limit attendance to members of the N.C.P.A. and its two auxiliaries.

(5) Divide State into four sections—hold one-day merchandising school each section once a year.

(6) Establish annual drug show in some

(Continued on Page 329)

really re
really re

CONSTANTLY ADVERTIS

YOU BUILD AND MAINT

Be prepared for fall
With Ample Stock o

O-N

for COLD Discomf

$2.80 Dozen - 2 Bonus

Advance Notice

Big intensive campaign for Fall a
now in Preparation for —

O-N

COLD TABLET

$1.20 Dozen — 2 Bonus

OWEN DRUG COMPA

Salisbury, North Carolina

ieves!
beats!

D TO HELP
N VOLUME

35c
Retail

$2.80
Dozen

2 FREE

SKIN ITCH ANTISEPTIC

for itch and burn of ATHLETE'S FOOT
ringworm, poison oak and similar skin irritations
CLEAN! FAST! NOT GREASY!

Also Stock — Sell

O-N

MILAM FOOT POWDER

35c Size, $2.89 Dozen, 2 Bonus

S

Winter

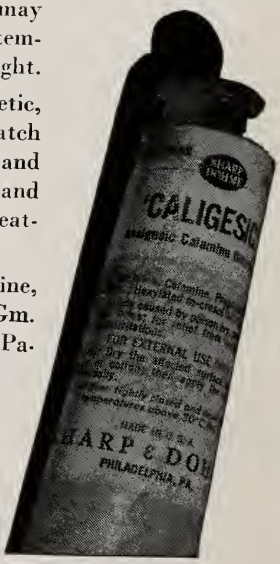
NY

. . . by recommending 'Caligesic' Analgesic Calamine Ointment to your customers for *prompt, soothing* relief of itching.

This greaseless, bland cream does not stain the skin and may be used safely on infants—particularly at this season when temporary skin eruptions and inflammations are at their height.

'Caligesic' Ointment possesses definite analgesic, anesthetic, astringent, protective properties which arrest the desire to scratch and bring quick relief in the symptomatic treatment of ivy and oak poisoning, insect bites, summer prurigo, intertrigo and other pruritic skin conditions. It is also effective in the treatment of sunburn.

Each 100 Gm. of 'Caligesic' Ointment contains: Calamine, 8.00 Gm.; Benzocaine, 3.00 Gm.; Hexylated Metacresol, 0.05 Gm. Supplied in 1½ ounce tubes. Sharp & Dohme, Philadelphia 1, Pa.



'CALIGESIC' ointment — Analgesic Calamine Ointment (Greaseless)

SHARP & DOHME

PHARMACEUTICAL COUNCIL

(Continued from Page 325)

central North Carolina location for the purpose of exhibiting the latest merchandise, equipment and displays. Provide entertainment at night; award prizes at this time. "This would give our members an opportunity to view mass displays, time in which to place orders and provide a wonderful opportunity to personally contact our manufacturers and loyal wholesalers."

Miss Marsha Hood, a member of the Council from Kinston, said she had been requested to bring up the subject of some drug store owners who thoughtlessly take up the time of salesmen by completely ignoring them when they make their regular visits. By cooperating with the salesmen in this matter, particularly the representatives who call on physicians, additional prescription business will be created.

Most of the Council members agree this problem was an individual one and little could be done to correct it. Several instances were cited in which druggists were the offenders. On the other hand one member of the Council said he had considered writing to a firm asking that their representative be requested not to call on him since "he completely interrupted the store's routine by 'taking over' the prescription department."

Before adjourning, Mrs. W. R. Adams of Angier, President of the Woman's Auxiliary, and Mrs. J. C. Jackson of Lumberton, immediate Past-President of the Auxiliary, pledged the continued support of their organization in furthering the Association's program.

Six of the State's wholesale drug firms (T. C. Smith Company, Asheville; Burwell & Dunn and Scott Drug Company, Charlotte; O'Hanlon-Watson Drug Company, Winston-Salem; Justice Drug Company, Greensboro and W. H. King Drug Company, Raleigh) had representatives present.

Three Council members—Paul B. Bissette of Wilson, Congressman Carl T. Durham of Chapel Hill and John A. Goode of Asheville—were unable to take part on the program due to various reasons. Thirty-four of the fifty persons named to the Council attended the two sessions.

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST L. P. MAYRAND GREENSBORO NORTH CAROLINA

Introducing

TINCTURE MERTHIOLATE

(Sodium Ethyl Mercuri Thiosalicylate, Lilly)

A Medicine Cabinet Necessity

¼ ounce size	$ .90 dozen	Retails 15c each
½ ounce size	1.50 dozen	Retails 25c each
1 ounce size	2.25 dozen	Retails 35c each

Three color label, Bakelite Capped Glass Applicator Bottles, packed in attractive three color counter display packer.

Ask our salesman about this.

☆ ☆ ☆ ☆ ☆ ☆ ☆

Bottled by Purepac Corporation

☆ ☆ ☆ ☆ ☆ ☆ ☆

Distributed by

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

Auxiliary Committees Set Up

Mrs. W. R. Adams, the very capable president of the Woman's Auxiliary, has made her committee appointments for the year, and has announced them as follows:

Membership Committee

Mrs. D. D. Hocutt, Henderson, Chm.
Mrs. J. P. Tunstall, Washington
Mrs. W. C. Hollowell, Greenville
Mrs. P. A. Lee, Dunn
Mrs. C. M. Andrews, Burlington
Miss Mary Closs Spell, Raleigh
Mrs. L. L. Holland, Hamlet
Mrs. G. G. Buchanan, Sanford
Mrs. L. J. Loveland, Durham
Mrs. J. W. Tyson, Greensboro
Mrs. M. W. Stone, Charlotte
Mrs. J. M. Darlington, Winston-Salem
Mrs. J. C. McGee, Asheville
Mrs. J. L. Cobb, Waynesville
Mrs. W. L. West, Roseboro

Hospitality Committee

Mrs. W. A. Ward, Swannanoa, Chm.
Mrs. M. B. Phillips, Albemarle
Mrs. E. L. Hicks, Concord

Resolutions Committee

Mrs. L. E. Barnhardt, Charlotte, Chm.
Mrs. E. C. Daniel, Zebulon
Mrs. W. P. Phillips, Morganton

Publicity Committee

Mrs. W. J. Smith, Chapel Hill, Chm.
Mrs. J. A. Way, Winston-Salem
Mrs. J. W. Harrison, Asheville
Mrs. B. Frank Page, Raleigh
Mrs. M. G. Morris, Greensboro
Mrs. John Benniek, Charlotte
Mrs. C. E. Page, Jr., Henderson
Mrs. A. E. Millis, Durham

Nominating Committee

Mrs. J. C. Hood, Kinston, Chm.
Mrs. Ralph P. Rogers, Durham
Mrs. H. M. Burlage, Chapel Hill

Depot for PD Merchandise

According to an announcement released by J. C. Powell, Drug Specialties, Inc., Winston-Salem, has been designated a depot for Parke, Davis & Company's biologicals, ampuls and surgical dressings.

"We are in position to ship from Winston-Salem at the same prices as charged by Parke, Davis & Company, direct from Baltimore or Atlanta." "This," Mr. Powell says, "should be of great help to pharmacists and hospitals as a time saver on their supplies."

Drug Store for Sale

For Sale: Drug store located near Raleigh. Reason for selling: Owner not a pharmacist. Further details may be obtained by writing W. J. Smith, Chapel Hill.

Partnership Propositions

If you are a pharmacist and interested in a drug store partnership, list your name with the N.C.P.A. We know of several attractive propositions.

Valentine's Meat-Extract

1 4/5 ozs. net

1 dozen at list $9.00 through wholesaler.

Valentine's Meat-Juice Company
Richmond, Virginia

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Board of Pharmacy News

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F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. McALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

Compilation of Pharmacy Laws

In the July issue of this JOURNAL announcement was made concerning the revision of the pamphlet containing the pharmacy laws. By the time the current issue of the JOURNAL reaches you, you will have received your copy of this booklet.

The attorney for the board, Mr. F. O. Bowman, spent a great deal of time in revising this edition. He is to be congratulated on having gone through the large number of laws, regulations, etc. which regulate the varied activities of the average drug store. Mr. Bowman has listed the most salient features of these laws and regulations and included them in the booklet.

Pharmacist's are advised to make a study of the pamphlet as it contains much information which will be useful to them each day. To have included all of the various laws and regulations that in any way pertain to the practice of pharmacy and the distribution of drugs, as well as many other features in connection with operating a drug store would have made an unwieldy volume. However, on the inside cover page will be found a directory containing the names and addresses of persons to whom further inquiry might be directed regarding matters of this type. It is further suggested that the table of contents be studied in order that specific subjects may be found with a minimum of effort.

As business conditions return to a more normal state we may expect more activity on the part of those charged with enforcement of the laws contained in this booklet. Indeed these enforcement programs have already begun. The primary purpose of furnishing the booklet at this particular time is to assist those associated with the operation of drug stores in avoiding complications as a result of this enforcement program.

Pharmaceutical Survey

During the past several months much has been written concerning the Pharmaceutical Survey which is now being made, under the auspices of the American Foundation for Pharmaceutical Education. All of us will await with great interest the findings and recommendations of Dr. Edward C. Elliot, who is directing this work.

The question of how much training and experience is necessary to qualify one to carry on the present-day practice of pharmacy has been the topic of considerable discussion during the past twenty years. There is a wide variation in the opinion of those engaged in the practice of pharmacy as to what constitutes an adequate educational background. Many feel that the present-day curriculum is insufficient to prepare one to efficiently handle present-day medicinal agents, since the efficacy of these agents depend on extremely delicate manufacturing and control processes, and the storage and handling of agents requires the same skill and care as their manufacture. Others feel that the curriculum is more than adequate to prepare a

pharmacist to "count out pills and pour from one bottle to another."

This survey should provide new light by which we may view this problem, and will assist us in reaching an intelligent decision in regard to the matter. On the conclusions arrived at, based upon this survey, will in a large measure declaim the avenue to be taken by pharmacy in the future.

Pharmacists Registered by Reciprocity

F. M. Grist, Hayesville (from Georgia); G. W. Smith, Chapel Hill (from Nebraska); G. W. Dulas, Jr., Red Springs (from South Carolina).

Pharmacists Re-Registered

M. L. Jacobs, Chapel Hill; C. D. King, Winston-Salem; C. H. Wilson, Asheville.

Drug Store Registrations

Long's Drug Store, Brevard (change part ownership); Ketchum Drug Co., Midway Park (new); Tate's Drug Store, Albemarle (new); William's Drug Store (col.), Fayetteville (new); Grist Drug Co., Hayesville (new); Northgate Pharmacy, Durham (new).

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

The Seeman Printery, Inc.

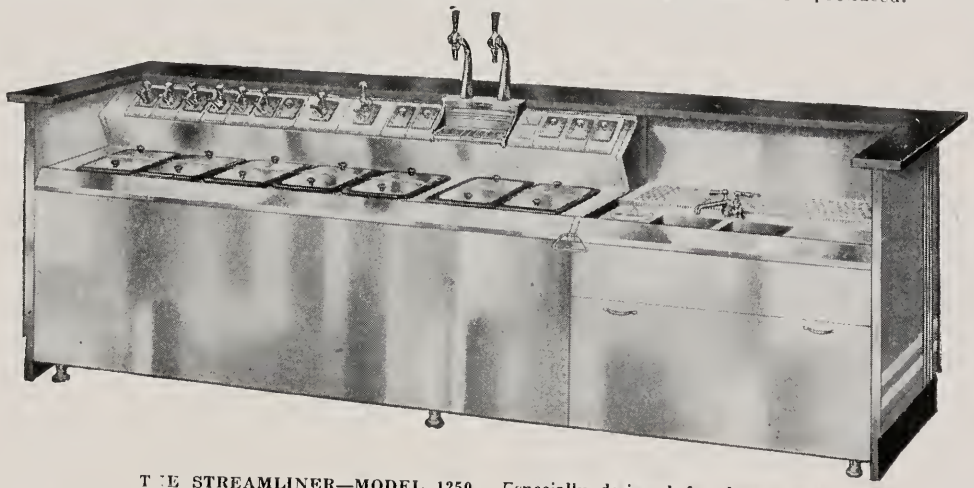
Where Good *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION AND PROMPTNESS

Printers in Durham, N. C., Since 1885

NOW! *Your Order For A New STANLEY KNIGHT Soda Fountain Can Be Filled Quickly!*

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.



THE STREAMLINER—MODEL 1250 Especially designed for drug stores

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

SANDWICH UNITS—TOASTER SECTIONS OTHER MODELS ALSO AVAILABLE

CARBONATORS—COMPRESSORS—STEAMTABLES

BERRYHILL FOUNTAIN SALES COMPANY, Distributors

OFFICE AND SHOW ROOM 715 LOUISE AVENUE CHARLOTTE 4, NORTH CAROLINA

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Tar Heel News Notes

Hickory—W. B. Tyson, well known throughout the Rocky Mount area of the State, has returned from service to resume work for Sharpe & Dohme, with headquarters in Hickory.

Charlotte—Niven's Drug Store has installed a new Stanley Knight soda fountain—one of the first of the post war models.

Durham—C. T. Council has been re-elected a member of the Meredith College Board of Trustees Raleigh.

Taylorsville—Rowe Campbell has finally taken that well-deserved vacation—in Washington, according to a reporter.

Charlotte—Liggett Drug Company, after suspending business following a fire more than two years ago, will reopen at 100 N. Tryon Street. Edward E. Gardner will be manager.

Tryon—P. N. Crawford has accepted a position with Missildine's Pharmacy. A short time ago Mr. Crawford decided to settle in this State, after having operated a store in Tennessee, so purchased a home in Saluda.

High Point—Ingram's Pharmacy has a new pharmacist—Mac W. Stevens of Broadway. During the war years, while Mac's brothers were away, he managed the family's farming and milling interests. With the return of his brothers, Lawrence Ingram succeeded in convincing Mac that his services as a pharmacist were needed more than as a farmer.

Kenly—R. T. Fulghum took time off to visit Duke Hospital for an operation—Bob's getting in prime shape for the tobacco season.

Whiteville—H. R. Simmons has been elected senior vice-commander of the newly formed Tommie Callahan Memorial Post of the Veterans of Foreign Wars.

Tarboro—Douglas Edwards, Negro herb and root specialist known as "Doctor Buzzard," was reported to have been robbed of more than $7,000 at his home recently.

Washington—Ford S. Worthy has been nominated by President Truman for reappointment as U. S. Marshal for the Eastern District of North Carolina. Worthy has served as U. S. Marshal for the Eastern District since 1934, and, upon confirmation of the current nomination, he will begin his fourth continuous term. Prior to becoming a U. S. Marshal, Worthy was engaged in the drug business in Washington with S. B. Etheridge.

Winston-Salem—Pharmacist and Mrs. R. F. Carswell visited their sons recently in Chapel Hill: John Carswell, a pharmacist at Carolina Pharmacy, and R. F., Jr., who is attending the University Pharmacy School this summer. R. F., Jr., a former student, served 33 months in England with the 8th Air Force Medical Attachment.

Concord—Mr. and Mrs. Ernest Hicks of Concord and Mr. and Mrs. M. B. Phillips of Albemarle brought home the bacon, or rather the fish, following a two-weeks vacation trip to Miami Beach. While in Florida, Hicks caught a 65-pound sailfish. Chamber of Commerce officials at Miami estimate that each sailfish caught costs $5,000, when you figure how many anglers go after the big ones and come back empty-handed.

Wilmington—Robert R. Bellamy Holding Company has been incorporated "to deal in real estate." According to press reports, the company has an authorized capital stock of $100,000; subscribed stock $5,000, by Sarah Bellamy, Robert Bellamy and Hargrove Bellamy, all of Wilmington.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

We Tell 'em — You Sell 'em

Millions of Newspaper Readers Every Week and Millions of Radio Listeners Every Day

HEADACHES - NEURALGIA
Eased Quickly with "BC"

Agonizing headaches and annoying neuralgic pains usually yiel[d] hurry to the gredients in ula. "BC" is r the relief of muscular aches and functional periodic pains. Acts as a sedative in simple nervousness. 10c & 25c sizes. Use only as directed. Consult a physician when pains persist.

B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

Mist from the Mountains

By JAMES W. HARRISON, Asheville

Asheville Drug Club News

The Asheville Drug Club held its regular monthly meeting July 12 at the Shrine Club with 40 druggists, manufacturers' representatives and wholesalers present. A paper, "Variolation and Vaccination," marking the sesquicentennial of the discovery by Jenner of the smallpox vaccine, was read by Charles Sisk; and "Quizzical Queries," a quiz after the manner of "Information Please," were highlights of the program. "Quizzical Queries" was conducted in the following manner: a questionnaire was mailed to druggists of Western North Carolina inviting them to send in questions to be answered by a "Board of Experts" chosen by the program chairman. These questions were checked and the correct answers obtained by the MC who in turn put the questions to the "Board." The members of the "Board of Experts" were Moss Salley, Maurice Cable, Stacy Smith and Lacy Meredith, with your reporter acting as MC. As the questions were unusually difficult, a score of 50 would have been excellent and the "Board" functioned quite creditably with a score of 55. Prizes for "stumping the experts" went begging on account of there being no names signed to many of the questions. The answers to the questions were informative and beneficial to the group as a whole. Here is a sample question: "(a) Is there a drug that could be suggested by the pharmacist to the physician to be used in lieu of Quinidine for auricular fibrillation while Quinidine is now only sporadically available? (b) Give briefly the pharmacodynamics of this drug."

In addition to the entertainment and diversion portions of the program, a report of the Membership-Dues Committee by Albert Chandley, Chairman, was read and its recommendations and suggestions were unanimously adopted. John Welch was program chairman for July and Beaman Pinner, president, presided.

* * *

After a brief stay at Grove Park Pharmacy, J. V. Jenkins is now with Pinner's Drug Store, West Asheville. This is a renewal of the Pinner-Jenkins relationship as Mr. Jenkins was Pinner's first pharmacist in 1933 when Pinner's was located across from the Asheville-Biltmore Hotel.

* * *

Alan Smith is now carrying the sample case to the druggists of Asheville for the Dr. T. C. Smith Company, succeeding your reporter who has been transferred to the house.

* * *

Arthur Kiser is at Norwood Pharmacy for the summer months. Arthur finished two years' work at U. N. C. School of Pharmacy, served a hitch in the Army and has just finished his third year's work at Chapel Hill.

* * *

R. E. Young, affable manager of Eckerd's Asheville store, who has been seriously ill for the past few months, is much better at this writing but still unable to resume his work.

* * *

Roy Johnson of Langren Drug Store attended the South Carolina Pharmaceutical Association Convention in Columbia June 11-13 and reports an enjoyable visit to a good convention.

* * *

After selling his store (McKay's Pharmacy) in Hazelwood, J. W. McKay spent a few weeks in Florida absorbing tropic sunshine and relaxing rest.

Here Is What One Man Says About The N.C.P.A. Group Policy

MILLER DRUG COMPANY, INC.
PRESCRIPTION DRUGGISTS
MOORESVILLE, NORTH CAROLINA

Mr. W. J. Smith, Secretary
N. C. Pharmaceutical Association
Chapel Hill, North Carolina

May 29, 1946

Dear Mr. Smith:

Several months ago I purchased an insurance policy, through the Association "group", from the Inter-Ocean Casualty Company.

After purchasing the policy I developed a hernia, which required an operation. I went to the hospital April 1, and was out of the drug store for eight weeks.

Today, I received a check from this company for claim, which amounted to $211.66.

I am just taking this opportunity to express to you, as Secretary of the Association, that I can recommend this insurance to the druggists of the State.

Yours very truly,
(Signed) S. H. Price

Here Are Some Others Who Have Been Paid Claims

Joe Montesanti, Jr.	V. J. King	James L. Sutton
H. D. Collier	Walter Airheart	T. J. Ham, Jr.
S. P. Birkett	Lloyd P. Brookshire	R. H. Curtis
Michael A. Nicholson	John W. Martin	J. Carlton Jackson
James D. Brown	Amos Cornwell	John C. Williams
Elliott S. White	John Welch	John Elbert Smith
Earl K. Keith	Ralph T. Holmes	Fred M. Moss
H. Bryan Duffy	Waits A. Ward	Paul H. Thompson
William Tingen	Otis Aiken	James F. West

Still Being Paid

C. H. Bradford	Richard E. Young	A. Grover Poindexter
Jack Amram	Riley C. Maness	R. S. Everett
W. M. Salley	L. W. Jenkins	W. G. Thomas
Walter Adair		

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON,
C. C. CARPENTER, LUCAS ABELS
D. H. ROGERS, J. WILMER PANCOAST
or F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

Know Your Policy

There is a fairly well accepted belief among lawyers and insurance men that "nobody ever reads an insurance policy."

While this is not true, for some few people do read them, it is nevertheless to be regretted that more people, having bought insurance, do not follow through and familiarize themselves with what they've got.

The people who have purchased N.C.P.A. and T.M.A. group policies have been way above the average in the matter of reading policies. Once in a while, however, there arises a misunderstanding due to misinterpretation by the policyholder of the effects of certain phrases and clauses in the contract.

Starting with the insuring clause of the group policy, we find that with the exception of suicide or attempted suicide, you are protected against anything which produces total disability, without regard to its nature or how it was incurred. This is the broadest insuring clause used today. It does not require "violent means," or "external violent means," or "accidental means."

The one requirement of the insuring clause is that the disability cause "loss of time."

The insuring clause is the part of the policy which "insures" you. The remainder of the policy is devoted to setting forth the exact way in which the coverage is applied.

Section 1 states the sums to be received as a result of death, or the loss of arms, legs, or eyes. These are called "Principal Sum Indemnities," and are not paid in the event monthly indemnity, hospital indemnity, etc., have been claimed and paid. Death or dismemberment must also occur within 90 days from date of the accident.

Sections 2 and 3 of the policy are the "loss of time" clauses. Both require total disability, with no strings attached as to the cause.

However, disability must be *total*. Total disability means inability to perform the duties of *any* gainful occupation. For example, assume a claim where the pharmacist owner of a drug store cuts his hand. He cannot fill prescriptions but he comes to his store every day and performs some duties. Under these circumstances he is *not covered* because he is not totally disabled within the meaning of the policy.

(To be continued)

Parke-Davis Is Constructing New Antibiotic Laboratories

Construction of a new antibiotic laboratory has been started by Parke, Davis & Company in Detroit. The three-story building will be 496 feet long by 90 feet wide, with provision being made for the addition of a fourth floor when necessary. Erection of the building is expected to be completed in record time.

Special machinery designed by Parke-Davis engineers will be installed in the building. Processing equipment will be of special alloy type or glass-lined construction, and approximately 3500 horse power in electrical apparatus will be required to drive air compressors, fermenter agitators, and refrigeration machinery.

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

Scott Drug Company

Wholesale and Manufacturing

Druggists

Charlotte, N. C.

2 Unrelenting Principles

Govern

Preparation and Distribution of

EVERFRESH

CITRATE OF MAGNESIA

1. Steady high quality of preparation standards, including scientific purification.
2. Steady concern about the dealer's profit.

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
12 Dozen, 15%

THE McCAMBRIDGE & McCAMBRIDGE CO.
BALTIMORE 23, MARYLAND
SOLE DISTRIBUTORS

Brings One In

Here's Ernest Hicks, extreme left, manager of Cline's Drug Store, Concord, with a 65-pound sailfish he caught off Miami recently.

Chamber of Commerce officials at Miami estimate that each sailfish caught costs $5,000, when you figure how many anglers go after the big ones and come back empty-handed.

With Mr. Hicks are Mr. and Mrs. M. Brown Phillips of Albemarle (third and fourth from left), who caught four of the six fish shown in the picture.

Twelve Months Ago
This August . . . .

Japan kicked the bucket.

Hundreds of thousands of our men started their trek home.

And PAL set in motion plans for peace-time production. *Plus* the largest advertising campaign in its history.

Today, PAL'S cashing in on its popularity and the push behind it. Yes, this modern blade—"hollow-ground" like a straight edge to give "feather-touch" shaves—has scored a sensational sales success

In cities, town and villages in North Carolina, the "buy-word" for better shaves is PAL. And alert dealers are cashing in on the promotion and popularity of

"The Blade It Pays to Push."

PAL *hollow-ground* **RAZOR BLADES**

DOUBLE OR SINGLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue 22, N. Y. C.

THANK YOU!!

Transfer orders which you give to manufacturers' representatives are a sizeable proportion of our total volume. We appreciate the work done by these specialty men in acquainting you with their products and in anticipating your needs, but we are especially grateful to you, OUR CUSTOMERS, for saying, "SHIP IT THROUGH PEABODY." We hope you will continue to do so.

THE PEABODY DRUG COMPANY

WHOLESALE DRUGGISTS

305 WEST PETTIGREW STREET

DURHAM, N. C.

VA Pharmacy Service Plan

Contract Details; Pricing Schedule; Questions and Answers

The North Carolina State Pharmaceutical Association (hereinafter called the Association) agrees to make available during the period from July 1, 1946 to June 30, 1947, all services outlined below, in accordance with the terms and conditions hereinafter prescribed:

(1) The Association through the licensed pharmacies of the state of North Carolina, or pharmacies of the state of North Carolina, which are owned, managed, or operated by registered pharmacist members of the Association, agrees to supply prescriptions and medical requisites to Veterans Administration patients entitled to such prescriptions and medical requisites.

(2) For the purpose of this agreement an original written prescription on the physician's regular printed prescription blank, bearing the date written, and the name and address of the patient and the signature of the prescribing physician over the statement "I am authorized to treat, and prescribe for the above-named Veterans Administration patient" will be considered proper authorization to a participating pharmacy. (Statement of authorization may be written, typed or stamped upon either side of the prescription blank.)

(3) Medical requisites will be supplied only on the original written prescription of a physician and will bear the same information and authorization statement as required for prescriptions for medication.

(4) The Association will require all participating pharmacies to file, in accordance with state laws, the *original* of all prescriptions filled for Veterans Administration patients and to maintain a list, by prescription numbers, of all prescriptions subject to this plan for the purpose of inspection.

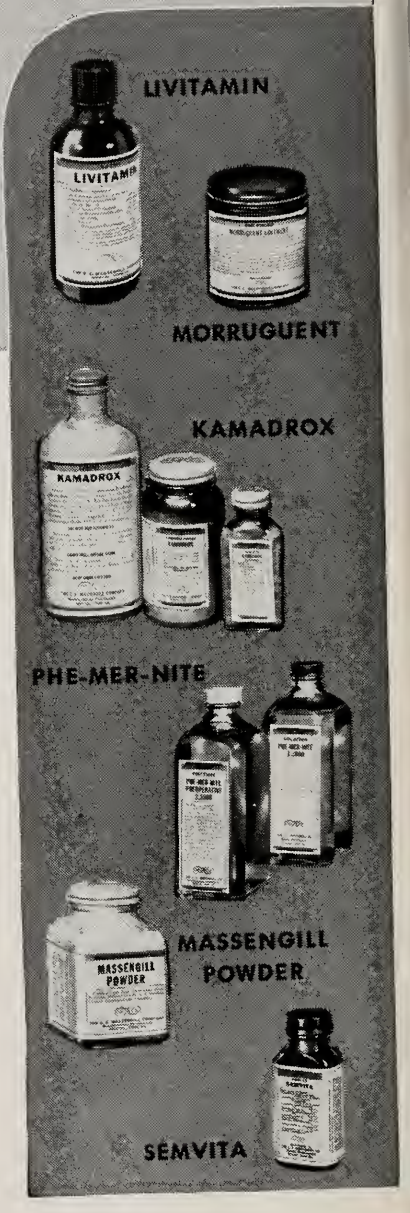
(5) The Association will require all participating pharmacies to submit to it monthly a *true copy* of every original prescription filled under the provision of this agreement for which claim for payment is made. Such prescriptions will be clearly marked in ink, or typewritten, showing the date filled and fee established; the authorization and name of the prescribing physician; the signature of the Veterans Administration beneficiary for whom the prescription was written over the statement "I acknowledge receipt of Prescription No..... (or medical requisite which must be described by common name) on (date)," and the signature of the compounding pharmacist under the following statement "I certify that this is a true copy of Prescription No..... on file under that number at the (Name of Pharmacy)" will be accepted as evidence in supporting claim for payment. Statement of receipt may be written, typed or stamped on either side of the prescription blank.

(6) Fees for prescriptions will be in accordance with the fee schedule, which is attached hereto, and made a part of this agreement.

(7) Charges allowable for medical requisites will be the established Fair Trade minimum retail price, if in effect, for such articles. If Fair Trade is not in effect, the charge allowable will be the prevailing retail price of the participating pharmacy for such article to other persons who are not Veterans Administration beneficiaries.

(8) The Association will submit monthly to the cognizant Veterans Administration Regional Offices, on Veterans Administration Form 1034, statement of the total amount due for pharmaceutical service rendered by the participating pharmacies of the area covered by such Regional Offices, such bill to be supported by the prescriptions forwarded under the provisions of paragraph (5) above, plus an additional 10% of such total for handling and servicing of prescriptions for Veterans Administration beneficiaries: *Provided* that the 10% allowance for handling and servicing prescriptions may at the discretion of the contracting officer be subject to quarterly renegotiation downward to insure that the cost to the Government for such services will not be in excess of the actual cost of such service to the Association. The Regional Offices will remit the total amount of such bill to the Association and the Association will in turn make payment to

Six Fast-Moving PROFITABLE Rx Items



These Massengill products are worth knowing and stocking. They mean more business and greater profits for you.

LIVITAMIN: Iron in highly available form, B vitamins, and liver concentrate, in pleasant-tasting, easily administered liquid form. Presents *all* the factors known to be useful in the correction of secondary anemia.

MORRUGUENT: Ointment containing cod-liver-oil concentrate free from fish-oil odor. Stimulates tissue, promotes healing of burns, suppurating wounds, chronic ulcers, etc.

KAMADROX: Antacid and protective, useful in the management of peptic ulcer, gastroenteritis or gastric hyperacidity. Acid-neutralizing, adsorbent. Cannot lead to alkalosis. Supplied in powder, tablet, or liquid form.

PHE-MER-NITE: Dependable, nonirritating, antiseptic. Maintains its bactericidal and fungicidal powers in the presence of blood, pus, or exudates. May be applied to wounds, burns, or other lesions, and is useful as a nasal spray or gargle. Particularly effective against ringworm.

MASSENGILL POWDER: For regular use in feminine hygiene and in the therapy of a wide range of vaginal affections. Safe, effective, nonirritating.

SEMVITA: High-potency, nine-vitamin perles. A fast selling, nonseasonal product.

SE Co

THE S. E. MASSENGILL COMPANY

BRISTOL, TENN.-VA.

NEW YORK • SAN FRANCISCO • KANSAS CITY

the individual pharmacies for prescription service rendered; the Association retaining the 10% allowance as reimbursement for its special services.

(9) The Association will certify on Form 1034 that the fees allowed for prescriptions and medical requisites have been reviewed and approved, and are not in excess of the rates charged for identical services to other persons who are not Veterans Administration beneficiaries.

(10) The Association will advise quarterly the Director, Supply Service, via the Chief, Medical Director, "Attention, Pharmacy Service," Veterans Administration, Washington, D. C., (1) the total amount paid exclusively for services, supplies and postage in connection with the operation of this Agreement for the preceding quarterly period, and (2) the total amount claimed (10% of the total amount of all prescription fees for the entire state) for Association services for same quarterly period.

(11) The Association will obtain a signed agreement from each participating pharmacy to the effect that such pharmacy will comply with the applicable provisions of this agreement and will itself submit necessary pertinent reports to the Veterans Administration.

(12) The Association, without cost to the Veterans Administration, will from time to time, and by appropriate means, advise the North Carolina State Medical Society of the availability of USP and NF products in an effort to establish prescribing practice which will permit the dispensing of the highest quality drugs for veterans at the lowest possible cost to the Veterans Administration.

(13) The Association will advise the Veterans Administration the names and addresses of the members appointed (or elected) to review all charges for prescriptions and medical requisites.

(14) Attached is a notarized copy of the minutes of the regular (or Executive Committee) meeting of the Association authorizing Mr. W. J. Smith to sign this agreement on behalf of the Association.

This agreement, if mutually satisfactory, may be renewed indefinitely for periods of one (1) year each upon notice in writing to the Association at least sixty (60) days prior to the expiration of each period of one (1) year, and written statement from the Association within thirty (30) days after such notification agreeing to the renewal.

No member of or Delegate to Congress, or Resident Commissioner, shall be admitted to any share or part of this agreement, or to any benefit that may arise therefrom unless it be made with a corporation for its general benefit.

The Association agrees that in performing this agreement, it will not discriminate against any employee or applicant for employment because of race, creed, color or national origin.

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION PRESCRIPTION SCHEDULE FOR VETERANS ADMINISTRATION PATIENTS

Average Price Includes Costs, Profit, Container[5] Charge and Professional Fee

Volume or Weight	Internal Liquids (dram of more per dose)	Eye, Ear Nose Drops (Internal Liquids in Drop Doses)	External Liquids (Lotions, Gargles, Injections, etc.)	Handmade Ointments	Handmade Powders Bulk (Calculate on Volume)	Number	Handmade Capsules Papers, etc.	Handmade Suppositories
	Avg.	Avg.	Avg.	Avg.	Avg.		Avg.	Avg.
2 dr.	.35	.40	.30	.45		3	.45	.60
4 dr.	.45	.50	.40	.55		6	.55	.85
1 oz.	.55	.65	.45	.75	.60	12	.85	1.50
2 oz.	.70	.85	.50	1.00	.85	18	1.15	1.85
3 oz.	.80		.65	1.25	1.00	20	1.25	2.00
4 oz.	1.00		.75	1.50	1.25	24	1.35	2.25
6 oz.	1.25		.85	2.00	1.50	36	1.75	2.85
8 oz.	1.50		1.00	2.40	1.75	40	1.85	3.00
12 oz.	2.00		1.40	2.75	2.00	50	2.00	3.25
16 oz.	2.50		1.65	3.25	2.25	100	3.25	5.50

(If exact quantity called for is not listed, charge at rate of the average of the two nearest quantities given.)

INSTRUCTIONS

1. Above prices are *Average* and subject to modification where dose varies or where one or more ingredients are very expensive. In general, when the cost[1] of the amount used of any ingredient[2] equals or exceeds 1/5 of the Schedule price add the cost of the amount used of such ingredient, to the Schedule price.

2. In every case where calculated price is an odd number, adjust price to the nearest number divisible by 5. If more than one calculation is required, adjust number after each calculation.

3. For all Proprietaries or other manufactured product in original manufacturer size or quantity charge cost[1] plus 66%, or prevailing over counter price, if any, whichever is lower.

4. For less than manufacturer's size[3] of any liquid, solid or powder Proprietary[4] charge Schedule price, or cost[1] of quantity dispensed plus 75%, whichever is higher. If in combination, follow Schedule (or cost of quantity dispensed plus 75%, whichever is higher) and Instruction 1.

5. For less than manufacturer's size[3] of any Tablet, Pill, Capsule, etc., charge cost[1] of quantity dispensed plus 150% for all quantities up to and including 1/4 of manufacturer's size; charge cost of quantity dispensed plus 100% for all quantities up to and including 1/2 of manufacturer's size; charge cost of quantity dispensed plus 75% for all quantities greater than 1/2 of manufacturer's size.

6. Minimum price for any prescription 25 cents; for 18 or more doses, 35 cents; for 100 or more doses 50 cents.

EXAMPLES AND INSTRUCTIONS FOR VETERANS ADMINISTRATION PRESCRIPTION PRICING SCHEDULE

W. Paul Briggs, Director, Pharmacy Service, Veterans Administration

Note: *Every charge to Veterans Administration must be in accord with the Schedule or, your prevailing price to persons not Veterans Administration Beneficiaries,* whichever is lower.

[1] "Cost" means Wholesaler's price.

[2] "Ingredient" does not include vehicle. No increase in price should be made for cost of vehicle unless such cost equals or exceeds ½ of Schedule price. In such cases add ½ the cost of the amount (of vehicle) used to the Schedule price.

[3] "Size." Where more than one size is listed base price on cost of size nearest to quantity dispensed.

[4] "Proprietary" includes all "Specialties," Trade Marked items, specific manufacturer's product, etc.

[5] Best quality and adapted to intended use of medicament (e.g. dropper bottle, ophthalmic tube, etc.).

Follow the schedule of prices for all compounded prescriptions. Deviation from these fixed charges for compounded prescriptions will occur only, (1) because of NOTE above, or (2) when the fee is increased by the cost of the amount used, of any ingredient, *when such* cost is equal to or greater than 1/5 of the schedule price, as provided in Instruction No. 1.

SCHEDULE

Example: VA Fee—$0.80

Rx

Prenobarbital	3 grs.
Sodium Salicylate	2 drs.
Sodium Bromide	2 drs.
Elixir Pepsin Compound, qs.	3 oz.

(No ingredient, in amount used, has a cost equal to or greater than 1/5 of $0.80, therefore fee for 3 oz. internal liquid is taken directly from schedule.)

SCHEDULE AND INSTRUCTIONS No. 1 AND No. 2

Example: VA Fee—$1.05

Rx

Codeine Sulfate	6 grs.
Elixir Pepsin Compound, qs.	3 oz.

(6 grs. of codeine sulfate at cost of $0.04 per grain—total cost of codeine sulfate $0.24, which is more than 1/5 of schedule fee for 3 oz. internal liquid (e.g. $0.80). To determine fee—add $0.24, by Instruction No. 1, to $0.80, equals $1.04. Adjust odd number by Instruction No. 2 to $1.05.)

SCHEDULE

Example: VA Fee—$0.85

Rx

Codeine Sulfate	3 grs.
Aspirin	30 grs.
Phenacetin	20 grs.
Caffeine Citrated	5 grs.
M Caps XII	

(No ingredient, in amount used, has a cost equal to or greater than 1/5 of $0.85, therefore fee for 12 handmade capsules is taken directly from schedule.)

Official drugs have been used in the above examples, but the same principles apply to proprietary drugs in compounded prescriptions.

SCHEDULE AND FOOTNOTE (2)

Example: VA Fee—$1.50

Rx

Sodium Bromide	2 dr.
Specialty Elixir WRZ	4 oz.

(Assume wholesale cost of Specialty Elixir WRZ at $2.00 for original 8 oz. package. Quantity used in above prescription *as vehicle* is 4 oz. with cost of $1.00. Fee allowed from schedule for 4 oz. liquid prescription is $1.00, but Footnote (2) allows the addition to the schedule price of 1/2 the cost of the amount used of any vehicle, when such cost equals or exceeds 1/2 of the schedule price. Since the cost of the amount of vehicle used (e.g. $1.00), *exceeds* 1/2 of the schedule fee for a 4 oz. internal liquid (e.g. $0.50)—add 1/2 cost of amount of vehicle used (e.g. $0.50) to schedule price for 4 oz. of internal liquid (e.g. $1.00) equals—$1.50.)

SCHEDULE AND INSTRUCTIONS

No. 4 AND No. 1

Example: VA Fee—$2.25

Rx

Sodium Bromide	2 dr.
Specialty Elixir WRZ	4 oz.
Elixir Pepsin Compound, qs.	6 oz.

(Assume wholesale cost of Specialty Elixir WRZ at $2.00 for original 8 oz. package. Quantity used in above prescription *as ingredient* (other than vehicle) is 4 oz. with cost of $1.00.

Instruction No. 4 provides for using either of two alternative procedures for less than original quantities of any liquid, solid or powder proprietary:

"A"—Charge based on cost of quantity dispensed (e.g. $1.00) plus 75% (e.g. $0.75) equals—$1.75, or

"B"—Schedule price plus the cost of the quantity dispensed of very expensive ingredients.

By "B," fee would be determined by adding cost of quantity of WRZ dispensed (e.g. $1.00) to schedule price for 6 oz. internal liquid (e.g. $1.25) equals—$2.25. Since Instruction No. 4 allows the higher charge, fee for above prescription should be $2.25.)

SCHEDULE AND INSTRUCTION No. 4

Example: VA Fee—$1.00

Rx

Specialty ABC	4 fluid oz.

(Assume wholesale cost of ABC at $2.00 per pint. The schedule allows a fee of $1.00 for 4 oz. internal liquid. Instruction No. 4 allows, for less than original quantity of proprietaries, the higher of "A" schedule price (e.g. $1.00) or "B" cost of quantity dispensed (e.g. $0.50) plus 75% (e.g. $0.38), a total of $0.90. To determine the fee—use the higher price (e.g. 4 oz. schedule price of $1.00).)

Note that by Instruction No. 4 prescriptions *for less than* manufacturer's size of any liquid, solid or powder proprietary may be charged at schedule price *or* cost of quantity dispensed plus 75%, whichever is higher. For example, proprietary liquid preparations, with wholesale cost of approximately $2.25 per pint, are best priced by the schedule for quantities up to 4 oz. In large quantities, the 75% mark-up usually will be more advantageous. Proprietary preparations with wholesale cost at rates higher than $2.25 per pint will, except in prescriptions for small quantities, yield a higher margin if priced on the basis of 75%.

INSTRUCTION No. 3

Example: VA Fee—$1.00

Rx

KLM Liquid	6 fluid oz.

or

Rx

DEF Tablets	100

or

Rx

PQR Ointment	1 original tube

or

Rx

STU Powder	4 oz.

(Assume each of the above are for the original manufacturer's size or quantity and each has a wholesale cost of $0.60. To determine fee—add cost (e.g. $0.60) to 66% of cost (e.g. $0.40) equals—$1.00.)

INSTRUCTION No. 5

Example: VA Fee—$0.45

Rx

HIJ Capsules	Dispense 48

(Assume HIJ Capsules are packaged in 100's, with wholesale cost of $1.00 per 100. Above prescription calls for less than 1/4 of manufacturer's original size. Cost of quantity for prescription (18) would be $0.18. To determine fee—add cost of quantity dispensed (e.g. $0.18) to 150% of this cost (e.g. $0.27) equals—$0.45.)

INSTRUCTION No. 5

Example: VA Fee—$0.95

Rx

MNO Tablets	Dispense 48

(Assume MNO Tablets are packaged in 100's, with wholesale cost of $1.00 per 100.

Above prescription calls for quantity greater than 1/4 but less than 1/2 of manufacturer's original size. Cost of quantity for prescription (48) would be $0.48. To determine fee—add cost of quantity dispensed (e.g. $0.48) to 100% of this cost (e.g. $0.48) equals—$0.96. Adjust odd number by Instruction No. 2 to $0.95.)

INSTRUCTION No. 5

Example: VA Fee—$1.40

Rx

WXY Pills Dispense 80

(Assume WXY Pills are packaged in 100's, with wholesale cost of $1.00 per 100. Above prescription calls for quantity greater than 1/2 but less than original manufacturer's size. Cost of quantity for prescription (80) would be $0.80. To determine fee—add cost of quantity dispensed (e.g. $0.80) to 75% of this cost (e.g. $0.60) equals—$1.40.)

INSTRUCTION No. 6

Example: VA Fee—$0.25

Rx

AKR Tablets Dispense 2

(Assume AKR Tablets are packaged in 100's, with wholesale cost of $0.20 per 100. Above prescription, and prescriptions for quantities up to 18 such tablets, should be priced at minimum fee of $0.25, since cost of quantity dispensed plus 150% of such cost would not give a value equal to the *minimum fee for any prescription* (e.g. $0.25.)

INSTRUCTION No. 6

Example: VA Fee—$0.35

Rx

AKR Tablets Dispense 18

(Assume AKR Tablets are packaged in 100's, with wholesale cost of $0.20 per 100. Above prescription, and prescriptions for quantities up to 99 such tablets, should be priced at minimum fee of $0.35, since cost of quantity dispensed plus 100% (for quantities from 1/4 to 1/2 of original size) or 75% (for quantities from 1/2 up to original size) would not give a value equal to the *minimum fee for any prescription for 18 or more doses* (e.g. $0.35).)

INSTRUCTION No. 6

Example: VA Fee—$0.50

Rx

AKR Tablets Dispense 100

(Assume AKR Tablets are packaged in 100's, with wholesale cost of $0.20 per 100. Since, by Instruction No. 3, cost (e.g. $0.20) plus 66% (e.g. $0.14) would not equal minimum fee for any prescription for 100 doses, prescription should be priced at *minimum fee for any prescription for 100 doses* (e.g. $0.50).)

MEDICAL REQUISITES

Only the following listed items have been approved for this purpose:

1. Insulin syringe and two (2) needles.
2. Two (2) hypodermic (insulin type) needles.
3. Atomizer.
4. Nebulizer.
5. Hot water bottle.
6. Fountain syringe.
7. Combination hot water bottle and syringe.
8. Ice bag.
9. Ice cap.
10. Urinal.
11. Bed pan.
12. Enema can.
13. Feeding tube.
14. Ear and ulcer syringe.

The item dispensed on a prescription for a medical requisite will be the lowest priced item in stock appropriate for the intended medicinal use.

The prescription must be for a single item, must bear a statement of the authorization of the prescribing physician, and said prescription is not refillable.

TIME LIMIT

In order to establish necessary control and to protect participating pharmacies as to reimbursement, the following procedure has been established:

VA-State Pharmacy Service Plan Prescriptions are subject to reimbursement only if (1) dated by the physician and (2) filled and dated by the Pharmacy within ten (10) days of the date written.

HOME TREATMENT PLAN FOR VETERANS

Under contracts with the U. S. Veterans Administration, the Hospital Saving Association,* of Chapel Hill, is administering the program for out-patient treatment and

* The Hospital Saving Association is a non-profit hospital and surgical service organization sponsored by the Medical Society of the State of North Carolina and the North Carolina Hospital Association. It is the largest Blue Cross plan in the Southeast.

hospitalization for service-connected disabilities.

Veterans requiring these services may make application through their doctor, through any office of the North Carolina Veterans Commission, through contact officers of the Veterans Administration, and through offices of the Hospital Saving Association.

Authorization by the Veterans Administration is essential to payment by the government and it *must normally be procured in advance.*

In emergencies, the Veterans Administration requires notification within 24 hours of treatment. The doctor or hospital is requested to call, collect, Dr. A. J. Weirick, Out-Patient Service, Veterans Administration, Winston-Salem, and report the name of the veteran, his address, his Veterans Administration claim number when veteran has been assigned such number, date of discharge, complaint of veteran and diagnosis, and name of hospital. Following the call, the regular forms, in duplicate, should be submitted to the Hospital Saving Association.

Application forms for this home service are now in the hands of doctors who have executed participation agreements, and of veterans service agencies. Additional copies may be obtained from the home office of the Hospital Saving Association in Chapel Hill.

If form is not available, application may be made by letter giving full information.

If a veteran applies for this service who has not established a record of service-connected disability, application for examination will be handled in the same manner as for authorizations for treatment.

Applications are sent to the Hospital Saving Association home office in Chapel Hill, which handles them with the Veterans Administration for neeessary approval.

When formal authorization for services is issued by the Veterans Administration to the Hospital Saving Association, it sets up a case file and authorizes the doctor or hospital selected by the veteran to render the required services.

For the initial authorization, several days will be required to set up the case record, but after the veteran receives his first examination or treatment, his doctor can arrange further services that may be necessary as a matter of routine.

The doctor or hospital sends the bill to the Hospital Saving Association, which audits and pays it according to uniform fees established by the Veterans Administration.

If the veteran did not specify a doctor or hospital in his application, Hospital Saving Association furnishes him with a list of those eligible to render service.

When this service is authorized, the veteran has free choice of doctor or hospital and receives treatment among friends in his own community.

Under the law at present, the government is obligated to furnish local hospitalization to male veterans only when no bed is available in a veteran's hospital. Hospitalization is, at present, available to all female veterans for treatment exclusive of pregnancy.

Some Questions and Answers

Q: Will the Veterans Administration pay for preseriptions filled in the event physician, through error, sign statements of authorization when, as a matter of fact, the patient, or patients, were not entitled to these services?

A: It has been ruled that, if a physician is not authorized to treat a given patient, under the law the Government cannot pay for either the physician's service or the medication supplied by the pharmacy. If such instances occur, both the physician and the pharmacy would have to attempt to collect their fees from the patient. In operation the physician, except in real emergencies, must call a Veterans Administration Office and be authorized to treat patients on the basis of the patient's record which will be held by Veterans Administration. If the physician is not so authorized, he may not collect for his service. To sign an authorization to prescribe in such instances would obviously be a falsification of fact and would make the physician liable. In practice it is not believed that occasions of this sort will arise with any frequency.

Q: In case a pharmacy inadvertently neglects to require patients to execute the "I acknowledge receipt of Prescription

No.....,'' will the prescription be honored for payment?

A: The ''acknowledgment of receipt'' will be required for every prescription since it is the only basis on which the Government can make payment for services rendered.

Q: In the event that the pricing schedule is slightly above the store's regular prices, can the store ''up'' its prices to meet the schedule?

A: Prices charged Veterans Administration patients in no instance can be higher than prices charged other persons not Veterans Administration beneficiaries. If you increase your prescription prices to *all persons*, then such price level, if within the official schedule, would be acceptable.

Q: Is it permissible to use a ''decal,'' ''V. A. Pharmacy,'' or similar insignia to place on the window and use in advertising?

A: Under no circumstances will the Government permit the use of such signs or devices.

Q: May other schedules be used in pricing VA prescriptions?

A: In order to use any other pricing schedule than included in the official agreement, it will be necessary to carry on independent negotiations with Supply, Finance and the Solicitor's office for approval.

Q: Are special prescription forms required?

A: No special forms are required to be used in writing prescriptions, but the signed statement of authorization of the physician must appear on the blank. Prescriptions may not be renewed, except upon a new prescription.

A copy of this VA contract and a working agreement will be mailed to every member store of the N.C.P.A. within the next ten days.

Peanut Butter Sandwiches : Salted Peanuts

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THE HOUSE of LANCE Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

SERVICE RECORDS

LORAIN BALFOUR BROOKSHIRE

Mr. Brookshire entered the Navy March 16, 1944, going direct to Boot Camp at Bainbridge, Maryland. He was later transferred to the Naval Hospital there and given the rating of Ph.M. 3/C. In July of 1944 he was sent to N.A.S. at Jacksonville, Florida, for altitude training program, and became aviation medicine and low pressure technician. In December of the same year he was transferred to Naval Air Experimental Station in Philadelphia. In March, 1945 he received the rating of Ph.M. 2/C. He received his discharge at Bainbridge June 15, 1946 "(thank Goodness!)," as he puts it.

CALVIN SNEID OAKLEY

Mr. Oakley entered the Army September 7, 1942 as a private, and was placed in the Medical Corps. He was placed in charge of a Pharmacy in a base hospital. He was promoted to S/Sgt. In September, 1944 he entered Chemical Warfare Officer's Candidate School. He received his commission and was with the 537th Chemical Mortar Bn. In November of 1945, he was transferred to Fort Bragg, where he ended his Army career as shipping officer of the Recept. Ctr.

WILLIAM THOMAS BOONE

Mr. Boone entered the Army August 22, 1944 and was sent to Camp Barkeley, Texas for his basic training. When this was completed, he served with the 938 Hospital Platoon in the Pacific bringing in wounded men to the West Coast. After the platoon broke up, he was placed in charge of the dispensary at Camp Ross, Wilmington, California. His last service was at Camp Stoneman, California, in the hospital detachment. He was Staff Sgt. at the time of his discharge, June 30, 1946.

CAROL MOWER DENNIS

Mr. Dennis has two entry dates on his service record, the first being June 20, 1916 and the second being October, 1942. During World War II, he served with the Medical Administrative Corps, foreign and domestic, having duty in England, France, Belgium, and Mexico. On January 27th, 1946 he had seen 16 years of service, and is now retired 1st Lt., MAC.

CARL DAVID KING

Mr. King, who entered service March, 1942, served aboard the Wasp, airplane carrier. His promotions ranged from Hospital Apprentice to Pharmacist Mate 1/C before his discharge early in 1946. Most of his service was in the Pacific Area—and the fact that he has 5 stars tells us that he saw plenty of action. Mr. King is now associated with Walgreen's of Winston-Salem.

JOHN WILLIAM HAITH, JR.

Mr. Haith entered the Navy July 10, 1944, receiving primary training at Great Lakes, Ill. He was then transferred to Hospital Corps and attended Hospital Corps School at San Diego. He was then transferred to U. S. Naval Hospital at Brooklyn with rating of Hospital Apprentice 2/C. While at Brooklyn he received promotions as follows: H.A. 1/C; Ph.M. 3/C; Ph.M. 2/C. At the time of his discharge he was practicing Pharmacy at Naval Hospital at Brooklyn, serving a dependents' out-patient department as well as the hospital.

Three Earmarks of Confidence Schemes

Certain earmarks are easily discernible in confidence schemes. Analysis of such schemes reveals one or more of the following elements:

(1)—An offer of something for nothing, or a great deal of very little.

Such an offer will attract you and your caution relaxes. Thus the confidence man lays the ground for his game—a game in which you are predistined to lose.

(2)—Don't tell anyone. Keep it quiet.

An air of secrecy heightens your impressions that you are being favored with an exclusive opportunity. The advantage is on the promoter's side because he does not want you to seek outside advice. Getting in on the ground floor may result in your tumbling through to the basement.

(3)—Sign now—this opportunity will never come again.

The climax is reached when your signature is obtained to a contract. The denouement comes when you discover your loss.

Q. What are the two greatest protective slogans in the world?

A. "BEFORE YOU INVEST—INVESTIGATE."

"READ BEFORE YOU SIGN—AND KEEP A COPY."

A DRUGGIST'S PRAYER

(a reprint)

Please God, drum a little sense into my head
To help keep my business out of the red.
The war is over, and yet the fact is
I'd hate to revert to the pre-war practice
Of bucking the big boys, and trying to fight 'em,
By selling for twenty, a fifty cent item.
I know on such tactics the big boys survive.
But druggists like me on such business can't thrive.
So keep all loss leaders away from my door
And let quality only be stressed in my store.

Please God, I pray you, remove the temptation
For me to return to the old situation
Of a seven day week and a 16-hour day;
Oh, Lord from such slavery please save me, I pray.
And if some fool druggists keep hours like these,
Give me the wisdom to do as I please.
And some day perhaps such druggists are liable
To learn a day's rest is ordained in the Bible.

Please God, I wish you would make me ignore
The foolish desire to take into my store
An assortment of sidelines that bear no relation
To anything resembling a druggist's vocation—
Like peanuts and popcorn and gas bill collections
And baseballs and footballs and crime club selections.
Spare me, oh Lord, this degrading recession
And I'll be content with my chosen profession!

Harry Goldstein.

Completes Hospital Pharmacy Course

Saturday, July 13, was some sort of historic milestone in pharmacy as on that day the first pharmacist in North Carolina to complete the didactic portion of the newly established course in hospital pharmacy at Chapel Hill said farewell to the University. Joe Pike, to whom this honor has come, returns to the Charlotte Memorial Hospital to resume the practical part of the course, which runs for a period of 11 months.

Sell 2 instead of 1

Because ... MILES 6 NETWORK RADIO PROGRAMS TELL MILLIONS ...

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DOUBLE YOUR SALES! . . . DOUBLE YOUR PROFITS!

by selling your customers *"2 packages of Alka-Seltzer instead of 1"* . . . *6 network radio programs . . . 11,000 messages broadcast from 1268 stations weekly* . . . and big colorful magazine ads are telling millions of listeners to *"Buy 2 packages instead of 1!"* Many of them are your customers . . . Tune in with this new Alka-Seltzer sales-program and start piling up a record volume. Get your full share of this new Alka-Seltzer *"EXTRA PACKAGE"* selling theme. Offer 2 instead of 1!

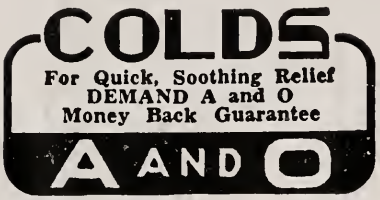
Miles Laboratories, Inc., Elkhart, Ind. • Makers of One-A-Day (Brand) Vitamins • Miles Nervine

QUIZ KIDS
NATIONAL BARN DANCE
QUEEN FOR A DAY
LUM AND ABNER
NEWS OF THE WORLD
NEWSPAPER OF THE AIR

Alka-Seltzer

We like to promote North Carolina products!

The A & O Company in Greensboro, N. C., is one of the many successful and progressive drug manufacturers in the State of North Carolina. It pleases the King Drug Company to make available to the retail druggists A and O for Colds.



Check Up . . . . . Stock Up . . . . . For Better Profits

BUY A and O

Size	Retailer Cost Per Dozen	Minimum Fair Trade Retail
2 oz.	$2.80	$ .35
4 oz.	$4.80	$ .60

Bonus Goods: One bonus with each dozen and extra discounts of 5%, 8%, and 10%.

Distributed by

W. H. KING DRUG COMPANY

RALEIGH, N. C.

"The House of Friendly and Dependable Service"

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The Carolina
JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

One Pharmacist's (J. Louis Cobb) Contribution to Institute of Pharmacy Campaign.

Sept., 1946

ume XXVII Number 9

IT'S A HA D PILL T'SWAL OW

—Page 365

Business success is not an accident

Fundamental laws govern all the phenomena of the universe. The highest privilege given to men is the discovery and application of these laws. Over 2,000 years ago, Pythagoras observed that in any right triangle the square on the hypotenuse is equal to the sum of the squares on the two other sides. This simple fact has served as a guide to countless engineers, architects, and designers *because it is always true.* It is a fundamental mathematical law.

Rules which apply to the successful operation of a business are just as rigid as those governing the exact sciences. The business which endures and prospers is one that is guided by the laws of economics and interpersonal relationships. The success of pharmacists who apply the principles embodied in the Lilly Policy verifies in practice the soundness of the laws upon which that Policy is based. The Lilly Policy was instituted to help pharmacists succeed, by providing the highest quality medicinals at the lowest possible cost. Lilly Products are easily obtainable from your friendly service wholesaler.

Lilly

Eli Lilly and Company
Indianapolis 6, Indiana, U. S. A.

As leaders in the campaign to suppress and to prevent these infections, ORAL VACCINES are gaining more and more prominence. Outstanding among them is IMMUNOVAC.

IMMUNOVAC is different in that it offers not merely the immunizing properties of whole killed bacteria —the usual endo-antigens—but *in addition,* the soluble, surface ecto-antigens. This combination, made possible by a distinctive PARKE-DAVIS developed process, provides for *increased antigenic potency* without an increase in reactive properties.

Physicians favor initiation of the course of treatment *during the Fall* and continuation of a maintenance dose throughout the period of the year when respiratory infections are most frequently encountered.

THE SEASON OF HIGHEST DEMAND FOR IMMUNOVAC ORAL VACCINE IS ABOUT TO START and should find you prepared. We suggest you check your stock and order an adequate supply.

IMMUNOVAC *Oral Vaccine Tablets*

enteric coated, are available in bottles of 20, 100 and 500.

PARKE, DAVIS & COMPANY · Detroit 32, Mich.

LAST NIGHT WE LEANED ACROSS THE STARLIT SKY TO DREAM OF YOU

and we dreamed that we were in Carolina. Carolina —the land of great Universities . . . tobacco . . . King Cotton . . . famous writers and artists . . . great industries . . . shrines . . . "Land of the Sky" . . . songs . . . moonlit nights . . . plantations . . . progress . . . in fact, an American paradise. A great State and a great people.

Much of the success of this institution can be attributed to the friendship and the loyalty of the drug trade in North Carolina. Many of our accounts go back into the early history of this firm and we are always proud to point at packages in our shipping department and say: "That's for one of our old friends in Carolina."

We hope that the next one hundred years will double our accounts in the Old North State, and little wonder that our salesmen who travel "South of the border" are always reluctant to come home.

THE BODEKER DRUG COMPANY

Serving the N. C. Drug Trade for One Hundred Years

RICHMOND, VIRGINIA

It would be startling if your soda fountain suddenly spoke, wouldn't it? And some of the things it could say might be startling, too!

It might say—"Hey, Boss! Do you realize that I bring more people into your store than any other department? Do you know that I produce the highest number of sales, the highest dollar volume, the highest portion of total gross profit and the fastest turnover with the lowest investment in inventory?"

Your soda fountain can be a prolific source of sales and profits . . . particularly if you feature *Sealtest* Ice Cream. Here is America's largest-selling ice cream by far; an ice cream known to millions through the high-rating Sealtest Village Store Radio Program, through advertising in national magazines and local newspapers, through powerful store identification.

Yes, the dealer with a Sealtest Ice Cream Franchise has a long lead over competition. He has a property which becomes more valuable day by day, and year after year.

Southern Dairies

Sealtest

ICE CREAM

THE MEASURE OF QUALITY

Sealtest, Inc., and associated companies are divisions of National Dairy Products Corporation

Tune in the Sealtest Village Store, starring Jack Haley, Thursday Evenings, NBC

FOR MORE THAN FIFTY YEARS

DAVID'S SANATIVE WASH

Has been the standard remedy for Scabies (the Itch) over the Southeastern States.

The Current Deal Is
One Bottle Free with Each 11/12 Dozen
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"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII SEPTEMBER, 1946 No. 9

All-Inclusive Pharmacy Booklet Released

The North Carolina Board of Pharmacy is to be strongly commended for making available what is believed to be the most comprehensive compilation of state and federal laws governing the practice of pharmacy ever to be released in this country by a state agency. The publication, which contains 170 pages of factual information of value to the practicing pharmacist and drug store owner, was distributed to the State's 800 drug stores in August.

Publication of the booklet fulfills a long felt need in the State for a single volume containing all the regulations relating to the practice of pharmacy and the operation of a retail drug store. And, the easy to understand, non-legalistic manner in which the text is presented, is perhaps just as important as "complete coverage."

Several months of arduous labor was spent by Attorney F. O. Bowman in getting the copy ready for the printer. And certainly no one could better qualify for this task than the man who has represented the Association and the Board for more than two decades. Mr. Bowman was in position to know what was needed in the way of a ready reference book, and he has packed this knowledge in a plain and understandable manner between the covers of the booklet.

The Secretary-Treasurer of the Board of Pharmacy, Mr. H. C. McAllister, conceived the idea of an all-inclusive publication of this sort and it was largely due to his efforts that its actual publication became a reality. The arrangement of the booklet and inclusion of part of the text resulted directly from suggestions made by Secretary McAllister.

The importance of this booklet rates a place beside the USP and NF. Since it is the intention of the Board to keep the booklet up-to-date by issuing supplements from time to time (as future laws are enacted and regulations promulgated), the publication is a permanent one and should be treated as such.

A quick glance through the booklet will indicate how helpful it can be. If it's a question pertaining to Fair Trade, you'll find your answer by referring to Chapter III. You'll find the "Poison Law" on page 17, the "Alcohol Exemption Law" on page 30, and if you are confused about maximum working hours of employees, refer to the chapter (VI) on "Labor Laws and Regulations."

The Food, Drug and Cosmetic Act is completely covered in Chapter IV as is the North Carolina Sales and Use Tax Regulations in Chapter IX. Do you know that drugs or medical supplies sold to physicians are tax-exempt? This amendment became effective in 1945 and is discussed on page 93 of the booklet.

All sorts of miscellaneous tax laws (soda fountain, tobacco, ice cream, chain store, seed, etc.) may be easily checked by referring to Chapter VIII. A discussion of the reduction of license taxes due to war

(Continued on Page 394)

Expansion of Graduate School Considered

A special committee appointed by the President of the N.C.P.A. "to determine in what way the Association could most effectively cooperate with the University's School of Pharmacy" met in Chapel Hill, September 18th, at the Carolina Inn. Chancellor R. B. House was present as the University's representative.

As a result of the meeting, the committee decided to offer its assistance in the development of a graduate program at the School. The committee agreed that the South, with ample supplies of crude medicinal drugs and a vast potential sales area, could economicaly utilize hundreds of trained pharmacists in the manufacturing field. And North Carolina, being centrally located in the Southern area with an already existing educational setup equal to or superior to any in the entire country, is ideally suited for the expansion of this particular work.

At the request of the Committee, Chancellor House will obtain "cost figures" on what will be required to expand graduate work at the School of Pharmacy. As soon as this information is available, the committee will meet to consider the matter further.

The Committee was told there is little likelihood of a new pharmacy building being obtained within the next several years—the prime reason being the urgent need for dormitory space to house students has temporarily sidetracked the University's long-range building program. Chancellor House told the committee "we recognize the present Pharmacy Building to be inadequate, and with due consideration to the University's other needs, we expect to eventually remedy the situation."

The committee expressed its pleasure over the return of Professor E. A. Brecht and the addition of Professor H. O. Thompson and Mrs. Reeves Hawkins to the faculty of the Pharmacy School. These three individuals will augment the regular teaching staff, which is composed of Professors H. M. Burlage, M. L. Jacobs and I. W. Rose. One of the largest pharmacy enrollments in years—192 students—will be on hand this Fall.

Committee members present for the meeting were as follows: Paul B. Bissette, Wilson, Chm.; Mrs. W. R. Adams, Angier; C. T. Council, Durham; Carl T. Durham, Chapel Hill; T. J. Ham, Jr., Yanceyville; M. B. Melvin and P. D. Gattis, Raleigh; Alfred N. Martin, Roanoke Rapids; Roger A. McDuffie, Greensboro. President Daniel of Zebulon and Secretary Smith of Chapel Hill also attended.

Institute of Pharmacy Fund Growing

According to the Chairman of the North Carolina Institute of Pharmacy Building Fund Committee, Mr. T. J. Ham, Jr., of Yanceyville, satisfactory progress was made during August. Forty-five members contributed $3,742.50 and pledged $1,227.50 during the first two weeks of the campaign, which is approximately 10% of the amount expected to be contributed by N.C.P.A. members during a two-year period.

In announcing the initial contributions, Chairman Ham urged that members desiring to contribute to this Fund should do so this Fall in order that such contributions may be deducted from the subscriber's 1946 income tax return. As specified in the Institute booklet distributed during August, the $50,000 building goal was reached on the basis of an average contribution of $100 per proprietor-member, and $20 average contribution per non-proprietor member.

While the Building Committee prefers that single contributions be made wherever possible in order to lessen the necessary bookkeeping, contributions may be divided into as many separate donations as the contributor may elect. For instance, a proprietor-member may make one single contribution of $100 or break it down into two $50 payments or four $25 payments over a two-year period. Similarly, a non-proprietor member may make two $10 payments, four $5 payments, or pay the $20 at one time.

All funds received by the Committee will

(Continued on Page 369)

Bowman to Represent ADFI in State

The American Druggists Fire Insurance Company of Cincinnati has announced the appointment of F. O. Bowman of Chapel Hill as their representative in North Carolina. Mr. E. F. Rimmer, who represented the ADFI Company in this State for many years, has given up the work due to increasing responsibilities in Sanford where he operates a retail drug store.

In announcing his acceptance of the position, Attorney Bowman said that he was motivated by two major factors: "First," he said, "it will give me an opportunity to travel over the State and to renew acquaintanceship with my druggist friends, and, secondly, it will enable me to provide fire insurance for a select group (retail druggists) at substantial savings."

Since his formal affiliation with the ADFI Company on September 1st, Mr. Bowman has made several trips in the interest of his new work. As a former representative of the Ohio Mutual, the work is not unfamiliar to Mr. Bowman. His present goal is to double the current amount of ADFI coverage in this State.

Mr. Rimmer has agreed to assist the Company in adjusting fire losses. This is in line with the firm's policy of having losses adjusted only by a licensed pharmacist.

Drug store proprietors interested in ADFI coverage are asked to write F. O. Bowman, P.O. Box 688, Chapel Hill.

F. O. BOWMAN

Schools—Special Instructions

Duke University, Durham, North Carolina

The Duke Hospital Pharmacy has now been approved for on-the-job training for veterans. Excellent training is provided in hospital pharmacy administration, policy and manufacturing. Pharmacists accepted will rotate through the sterile solution, general manufacturing, and hospital and outpatient clinic dispensing units. In addition to the salary supplied by the hospital, the veteran receives a supplementary allowance from the government which varies from $65 to $90 per month.

It Pays to Know-

that you have the best, the safest, the strongest fire insurance.

The peace of mind, the security of knowing you are safe and will be promptly paid if you have a loss, is worth more than the premium cost.

Be sure—insure with the Druggists' own Company—have the best.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.

CINCINNATI 2, OHIO

Our Carolina Representatives:

F. O. Bowman
P.O. Box 688
Chapel Hill, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

How to Make More Money PHOTO FINISHING

Extra Business without Adding a Penny to Cost!

Now there's a new way to get a lot of extra photo-finishing business without turning a finger for it—without any more overhead—without adding a penny to your sales expense. All you have to do to get this extra business and this extra money is to mail the coupon below.

Our plan is simple enough. But it *works*. That's the main thing. We advertise in newspapers in several Southern States. In these ads we feature our photo finishing service and our new "Pocket Photos." We turn over all orders to our druggist friends who are associated with National Photo Service.

This plan has worked so well that our business is growing bigger every day. Right now we need more progressive druggists to represent us and grow with us. We need ONE such druggist in every town and city in all the Southern States. To these druggists—but to *only one in each town*—we turn over all orders for photo finishing that we get.

It costs nothing to join "National Photo Service." There are no dues or assessments. Just tell us that you are interested in the plan. Remember, only one druggist in each town will participate in profits. It is simply a case of first come, first in. If you are interested, simply mail the handy coupon for full information and all money-making facts. No cost or obligation. Mail coupon now.

MASTER PHOTO DEALERS' AND FINISHERS' ASSOCIATION
A National Organization
MEMBER
"Remember the Day With Snap-Shots"

"National" Photo Service

APPOMATTOX, VA.

MAIL NOW

NATIONAL PHOTO SERVICE
Appomattox. Virginia

I'm interested in your plan designed to increase my Photo Finishing Business. Without cost or obligation, please rush facts by return mail

NAME .....

Company .....

Address .....

Ranzenhofer Writes from Germany

Jack Ranzenhofer, graduate of the U. N. C. School of Pharmacy and former employee of Dee's Drug Store, Burgaw, writes most interestingly from Augsburg, Germany, where he is in charge of the Pharmacy of the 9th Medical Battalion (part of the 3rd Army):

"Everything over here is quite nice for the G.I. as far as I can see. Germany, although badly bombed, seems to have plenty of food and clothing and is very healthy (with the exception of venereal disease).

"I was very much surprised to find a complete pharmacy here—they say it is one of the most complete in the Eurpoean Theatre. So far this week I have prepared Brown's Mixture, Tincture of Green Soap, Elixir of Terpin Hydrate with Codeine, Sterilizing Solution and Denatured Alcohol from Ethyl Alcohol."

In case Jack's friends see this and would like to write him, the complete address is:

Pvt. John A. Ranzenhofer
42273051
Co. D 9th Med. Battalion
A.P.O. 9
c/o PM, New York City, N. Y.

Jacocks Sells Pharmacy

After 38 years in the drug business in Elizabeth City, Francis G. Jacocks has sold his establishment to C. P. Mitchell, owner of the Albemarle Cut Rate Drug Company of Elizabeth City, whose store was destroyed by fire recently. Mr. Mitchell has already moved into Mr. Jacocks' place of business.

Mr. Jacocks had been considering retirement from the drug business for some time, though no definite plans had been formulated until the fire drove the Albemarle Drug Company out of business in its present site. Mr. Mitchell approached Mr. Jacocks with an offer, and the deal was consummated within a day.

Having scarcely missed a day from his store since going to Elizabeth City, Mr. Jacocks says that he feels that he has earned himself a rest, and for the next little while he proposes to take a rest. After that, he is considering going into the antique business.

For many years the late Mrs. Jacocks was a collector of antique furniture and glassware, owning many pieces of great value. Mr. Jacocks shared her enthusiasm in many matters, and together they had assembled a very large collection, a good deal of which Mrs. Jacocks planned to resell. Mr. Jacocks will devote some of his time to dispersing a great part of the collection as Mrs. Jacocks had planned to do. But he does not intend permanently to become an antique dealer.

Mr. Mitchell will continue the drug business in the Jacocks location.

Welfare Delivers Series of Radio Talks

Radio Station WSJS, Winston-Salem, in cooperation with the Winston-Salem and Forsyth County Health Department, and the Health Committee, has been offering their listening public a series of programs prepared under the guidance of the American Medical Association.

On Tuesday, July 30th, Sam E. Welfare, President of the Winston-Salem Drug Club, addressed the public on the subject "Dangerous Drugs in the Home." Again on August 20 he was presented on the same series of programs in a talk entitled "Use and Misuse of Prescriptions."

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

Last Call!

Book Your Order Now For

MILLION DOLLAR SALESMAN

Orders for St. Joseph Calendar and Weather Chart for 1947, are coming in *clipperty clip!* From our salesmen! Direct from druggists who sense an even greater need for the tested selling help it will give them next year! Due to the millions of dollars worth of drug products it has sold *in the home* during the many years druggists have used it, some have dubbed it "The Million Dollar Salesman."

You'll want your Calendars before Christmas. But time is short, paper situation tight. So you can't book your order too soon!

Think What You'll Get

You obtain for your customers a "Christmas Remembrance' that, in their homes: Works for you 365 days a year—Plays up your firm name—Sells profitable advertised items—Ties you in with Plough's advertising in your locality—Creates GOOD WILL.

Your Customer Gets: A colorful, 13-page, hanger, giving in addition to monthly Calendar: Signs of zodiac—Moon phases—Time sun rises, sets—National holidays, birthdays—Historical data—Fishing calendar—Breeding chart—U. S. Weights and measures—Religious fete days.

A Calendar and Weather Chart utterly unsurpassed. Druggists say it *exactly meets their needs!*

'EXTRA Goods' Pays The Bill

Let your Plough man show you the Calendar. Let him tell you how you can order now, get delivery of Calendar and Extra Goods obtaining turnover of items before bill falls due Nov. 1, 1946—and how your *"Extra Goods"* pays the bill!

Plough Sales Corporation
Subsidiary of
Plough, Inc.
Memphis 1, Tennessee

T46-3A

VA Pharmacists

The following letter, written by Mr. William R. Spence, Chief of Pharmacy Division, Veterans Administration, Richmond Branch No. 4, is self-explanatory. Further information may be obtained from Mr. Spence by directing your communication to him at 900 North Lombady Street, Richmond 20, Virginia.

There are several existing vacancies for pharmacists in the various Veterans Administration Hospitals and Regional Offices in this area.

These positions have several attractive features:

1. The work is entirely of a professional nature.

2. The working hours are short, no nights or Sundays.

3. Civil Service security and retirement benefits.

4. Good salaries; i.e. Pharmacists who have had one year of experience can start at $3,397.20 yearly and this salary is based on a forty-hour week.

I feel that this work should appeal to the pharmacist who is interested in Professional Pharmacy and I would appreciate it very much if you would refer to me any pharmacist that you feel would be suited to this type of work.

The applicant must be a citizen of the United States, have a B.S. degree in Pharmacy from an accredited College of Pharmacy, and be registered in the United States or one of its territories.

Charlotte Drug Concerns Celebrate

Two Charlotte drug concerns—Eckerd's and Liggett's—made headline news in the local papers during August.

The twenty-fifth anniversary celebration of the Eckerd firm was officially recognized during the week of August 23rd. The first Eckerd store was established in Charlotte 25 years ago. Later, a second store was established in the city; the two units now employing 60 persons.

The opening of the new Liggett Drug Company's store on Independence Square was the occasion of the second celebration. The new store, which is managed by E. E. Gardner, is a two-story structure. It is a beautiful modern fire proof building with terra cotta front and full plate glass windows all the way around. The color scheme "California Poppy" recommended by United Rexall predominates.

James P. Norman is manager of the prescription department.

Squadron Six Under Command of Pharmacist

The cherished objective of every naval aviator is actual carrier landings. This leads directly to designation and wings of gold.

This final phase of basic training is largely the responsibility of Squadron Six, Carrier Qualification Unit, stationed at NAAS Saufley Field, Pensacola, Florida, and under the command of Lt. Comdr. Claude V. Timberlake of Youngsville, N. C.

Lt. Comdr. Timberlake is a licensed pharmacist in this State. He expects to go on inactive duty within the immediate future and in all probability will return to the Tar Heel State to resume his pharmaceutical work.

BEN LACY MEREDITH

Ben Lacy Meredith age 49, died in Asheville on Friday, September 13. He had been ill for two weeks in an Asheville hospital, but his death was unexpected.

Mr. Meredith was well known throughout Western North Carolina where he represented E. R. Squibb & Sons. Prior to his connection with Squibb, he was with the Du Pont Company at Wilmington, Del. While associated with this firm, he was sent to South America to do research work.

At the University of North Carolina, where he was graduated, he took a prominent part in dramatics. Lately, as T.M.A. Entertainment Chairman during the 1946 N.C.P.A. Convention, he directed and staged a "revue" by several of Asheville's most prominent pharmacists.

Surviving are his wife, two children and three sisters. Funeral services were held in Asheville on September 16th.

From an intangible behind the label come sales you can see

Have you ever noticed how many *more* women ask for SQUIBB Cod Liver Oil than any other brand? And if you're out of stock, have you noticed how hard it is to get them to take a substitute? Well there's a reason. Naturally.

Squibb Cod Liver Oil advertising was the first to dramatize the value of Vitamin D for babies. Steadily *for 24 years,* it has repeated the familiar theme of building a well-shaped head, a fine, full chest, a strong back. This important story, backed by confidence of women in the label, explains why Squibb Cod Liver Oil holds first place today, and why sales promise to increase again this year the same as last.

Advertising is reaching 23,442,481 families a month. So don't run short on Squibb Cod Liver Oil. Order now! And ask your Squibb or wholesale representative for the lively new merchandising aids available on your request.

SQUIBB *cod liver oil*

world's largest selling brand

It's a hard pill t'swallow . . .

TRADE MARK

by J. L. Cobb

This is old Ph'ill, folks. Ph'ill, meet the folks, the other fellows, the other pharmacists; folks, shake hands with Ph'ill.

Now listen: (I'll whisper this line for fear Ph'ill is listening in) Ph stands for Pharmacists; 'ill stands for all their ills.

Now: Hold this copy of the JOURNAL at arm's length on center with the bridge of your nose, then pull Ph'ill up to your nose very quick . . . and, presto, Ph'ill will try to swallow the pill for you.

Ph'ill will never be able to swallow his bitter pill. For years to come he'll head this column (I hope) and gag himself into kingdom come a million times trying. But you have the advantage over Ph'ill. You can swallow yours . . . your problems, which means Pharmacy's problems. You'll swallow them by solving them.

I know a pharmacist who loves his wife. He is very demanding upon her—makes her dress in the very height of fashion, demands she always be very "chic" and glamorous; even gives her a launching on every big social occasion with those little free glass-sealed cloth-bound ampules of Coty's Muse perfume. He loves his wife. He also claims to love his profession, but you should smell his prescription department—which, if I were an inspector, would rate low Z.

Speaking of Z, back in the '80's a Z was quite a symbol in Pharmacy. Z stood for the old X shape mortars and was a symbol for what went on inside of the mixing bowl. Back in those days it was fashionable for a drug store to smell like a drug store. But this was the day of loose wets and drys; when all over-the-counter sales in these items were measured out in a bag or bottle while the customer waited. Today, there is no excuse for an 1889 "smell" in a modern pharmacy.

Competition is the spice of free trade among free liberty-loving men . . . it stimulates us to alertness and action—those of us who happen to be good sportsmen, that is! Others do not think of it as spice. To us it is bitters made of wormwood. This is a pill we'll all have to swallow.

There are two kinds of druggists in North Carolina: the extroverts and the introverts. Them's fighting words, brothers, but nevertheless true. Now seriously, let's consider the charge. The extroverts are those of us that are always putting service to the community ahead of personal profits in dollars and cents. The extroverts are those that draw customers like sugar draws the bees.

The introverts put self first in everything.

(Continued on Page 367)

QUICK DELIVERY

Soda Booths - Soda Tables - Chairs - Stools - Backbars - Soda Fountain Counters

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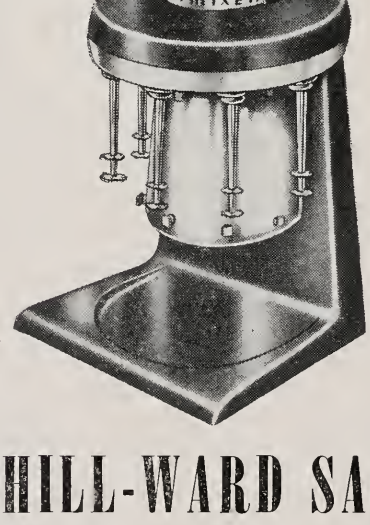
Place Your Order Now For A

MULTIMIXER

WE WILL HAVE THEM SOON



$120.50

Plus Express and Tax

BERRYHILL-WARD SALES CO.

715 LOUISE AVE. CHARLOTTE, N, C.

IT'S A HARD PILL

(Continued from Page 365)

These are the guys who continually cuss pharmacy, as well as everything else, while they wonder why the trade goes across the street.

The extroverts support the N.C.P.A. They are the fellows who are always first to dig deep when it comes to supporting the Pharmacy Institute . . . these are the rich men of pharmacy. The others are those of us who are satisfied to eat the crums that fall from the rich man's table—if they are free and don't cost us nothing. This is a Kino uncoated pill, brothers.

So long, Ph'ill. We'll swallow our pills and our ills.

Rx Calculator

The new Mallinckrodt Rx Calculator, designed by Mallinckrodt Chemical Works, to simplify and shorten mathematical calculation in drug stores, adapts the slide rule technique to the specific requirements of the pharmacist. The new calculator will be available on October 1.

Printed in dark maroon on buff and blue, the 9″ x 4″ Calculator provides an amazing amount of information. Three windows on its face show the conversion of liquid measures—apothecary to metric and vice versa. A fourth window gives the pharmacist with a flick of the finger, unit cost and profit margin on dozen and case lots.

Four windows on the reverse of the Calculator show conversion of dry measures of the two systems. In addition two tables show percentages of solutions made by either system. The ingenious arrangement avoids the visual drawbacks of narrow standard-type slide rules.

When the new U.S.P.'s emphasis on metric weights adds to the burden of daily routine calculations, pharmacists will welcome this convenient help. Mallinckrodt Rx Calculator will be gratis on request to retail pharmacists who place with their wholesalers minimum orders of $5.00 for Mallinckrodt Prescription Chemicals.

Raleigh Woman's Drug Club

Mrs. T. E. Pittman, *Reporter*

The Raleigh Woman's Drug Club held its first meeting after a summer vacation, on September 5th at the Y.W.C.A. Our new club president, Mrs. M. B. Melvin, presided.

During the business meeting, Mrs. Melvin announced the appointment of the following committee chairmen: Entertainment, Mrs. O. G. Duke; Ways & Means, Mrs. B. F. Page, and Membership, Mrs. J. D. Smith.

Mrs. R. I. Cromley will lead the Blues and Mrs. H. G. Price is leader of the Reds.

It was decided by the Club that we would continue having our meetings at the Y. W. C. A. in The Blue Room through December.

After the business session, a social hour was enjoyed.

The hostesses were last year's officers and the new officers for this year. They served delicious lime ice punch, cookies and nuts to the 30 members present.

LIQUID
EXTRACT OF LIVER

U. S. P.
VALENTINE

•

8 ounces net
1 dozen at list
$21.00
Through wholesaler

•

Valentine Company, Inc.
Richmond, Virginia

New Sales Training Films Available

LYNN S. METCALFE

It has been pretty generally conceded that in order to adequately meet the "buyers' market" which is destined to follow the era of shortages, retailing in general in this country will find it necessary to develop and devise sales personnel training methods geared to the times, and to the needs of today. Certainly this is true in the *drug* business.

The druggist has had to put up with a sub-standard grade of sales personnel since before the war, has had little time to train it, and little in the way of means to do so if he had the time. Hence, the job of training that lies just ahead in the retail end of the industry comprises the education of these groups, not only in merchandise information but in proper and fitting conduct behind the counter in customer contacts:

(a) Sales personnel with some prewar experience (must be brought up to date).

(b) Sales personnel with no previous experience (must be taught postwar methods).

(c) Currently employed personnel (must have frequent "refresher" lessons).

Many sales and merchandising executives in the drug and allied fields believe that this whole problem takes on a new character as a direct result of the war, and the disruptions of wartime conditions. Retail outlets have been compelled by circumstances to put up with sales personnel often disinterested, frequently disgruntled and antagonistic, lacking in sincerity, friendliness, helpfulness, attentiveness and wholly in enthusiasm which are today held up as the primary postwar virtues in drugstore help. They are fundamental to successful merchandising in the competitive postwar era. They are considered by leaders as equally important as merchandise information and store policy. The question is: how may the average drug retailer do the necessary behind-the-counter training?

Photo—Jam Handy Organization

There are, of course, personal talks, printed or typed matter to read and study, even store demonstrations. There are also films which have played such an important part in commercial and industrial training before the war and in the armed services during the war. But the selection of proper films for this purpose has been the barrier in the drug trade. It is therefore interesting to note that there has just been completed and made available to the entire retail trade a series of five sound slide-films, "Behind The Counter" which provides the dealer with a permanent library of supplementary visual aids. Each filmstrip is accompanied by synchronized voices on disc records and an instructor's manual is provided to help the druggist conduct his training classes.

These are store conduct films.

Topics are:

1. Friendliness.
2. Attentiveness.
3. Sincerity.
4. Helpfulness.
5. Enthusiasm.

In planning and preparing this series of sound films, the personnel departments of many leading department stores and chains were consulted, also merchandising departments of leading universities. Experts were given opportunity to make suggestions and to revise as production proceeded. The result is that these visuals are so arranged that they may be easily integrated with any training program the druggist may already have in use or may be made the basis for such a program, providing the basic *conduct* material.

Now a word about the proper use of supplementary visual teaching aids in retail drugs:

Customarily the films are integrated with the weekly or semi-weekly sessions or lessons along this line:

1. Introduction of the topic by the management with remarks as to individual ideas and store policies on this topic, say "friendliness."

2. Projection of the film and running of the record.

3. General discussion of what has been seen and heard.

4. Showing of the film only—the second time, pausing for elaboration of selected points made.

5. Questions and answers.

6. Summation by leader.

7. Quiz period.

Films of this type may be used continuously to aid in training new personnel, and for periodical "refreshing" of the older help.

A very large percentage of our retail drug store personnel fell into bad conduct habits during and right after the war. Shortages and volume placed a heavy burden on the trade, especially on personnel green to the business and its practices, in many instances unqualified for such work. A great deal of harm was done in alienating public good will which it will now be necessary to win back through a systematic improvement of store conduct and customer treatment.

Inasmuch as most of the help readily available to the druggist is of this inferior type, it becomes a matter of persistent individual training on the spot as a means of holding up a mirror to the worker in the hopes that what is seen and heard along proper lines of conduct will be followed in everyday practice behind the counter.

Whatever mediums the individual druggist prefers, this job is necessary but it has been shown over the years that the sound-film is a valuable adjunct to any such personnel training program.

PHARMACY FUND GROWING

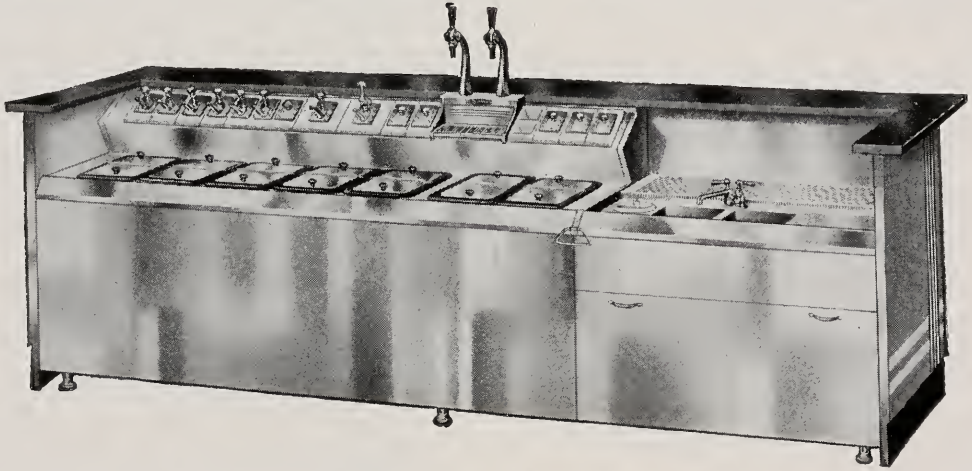
(Continued from Page 358)

be invested in government bonds until such time as needed, and, in the event something should happen to prevent the erection of the Institute "within 5 years," every contributor will get his money back—one hundred cents on the dollar.

Members of the N.C.P.A. desiring to participate in this project may obtain an official contribution blank from W. J. Smith, Drawer 151, Chapel Hill, or T. J. Ham, Jr., Yanceyville Drug Company, Yanceyville.

NOW! *Your Order For A New STANLEY KNIGHT Soda Fountain Can Be Filled Quickly!*

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.



THE STREAMLINER—MODEL 1250 Especially designed for drug stores

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

SANDWICH UNITS—TOASTER SECTIONS OTHER MODELS ALSO AVAILABLE

CARBONATORS—COMPRESSORS—STEAMTABLES

BERRYHILL FOUNTAIN SALES COMPANY, Distributors

OFFICE AND SHOW ROOM 715 LOUISE AVENUE CHARLOTTE 4, NORTH CAROLINA

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Eight District Organizations Set Up

Following a series of meetings throughout the State during August, eight district organizations have been set up and are now functioning. All of the meetings were under the sponsorship of the N.C.P.A.

During the week of August 12th, four meetings were held in Eastern North Carolina in Henderson, Williamston, Clinton and Lumberton. A little later—beginning on August 27th—the same program as presented in the eastern section of the State—was put on in Hickory, Monroe, Mocksville and Asheboro. District 1, the extreme western section, will be organized on October 3rd with a meeting in Waynesville. The final organization of the sectional plan—District 7—will be completed in early Fall.

On the eastern trip the State Board of Pharmacy was represented by Secretary H. C. McAllister; the N. C. Institute of Pharmacy by T. J. Ham, Jr.; the Association by President E. C. Daniel, Attorney F. O. Bowman and Secretary W. J. Smith. This same party made the western trip with the exception of Mr. McAllister, who was in attendance at the annual meeting of the A. Ph. A. in Pittsburgh.

Mrs. W. R. Adams, President of the Woman's Auxiliary, attended the meetings in Henderson, Williamston, Clinton and Lumberton. While on the trip, she conferred with members of the Auxiliary and in Henderson spoke to the Lizzie Hancock Chapter of the Auxiliary.

(Continued on Page 373)

Auxiliary Meets in Henderson

By MRS. C. B. WHITE

Coincident with the meeting of the 8th N.C.P.A. District meeting held at Henderson, August 12th, the Ladies Auxiliary entertained in honor of Mrs. W. R. Adams, State President, and Mrs. W. J. Smith, Chairman of the State Auxiliary Scholarship Fund, as well as visiting ladies of the 8th District.

A tea at the West End Country Club was held during the afternoon. The club was attractive with arrangements of mixed summer flowers and pink candles. The guests were met at the door by Mrs. C. B. White and Mrs. W. W. Parker, Jr. Attractive corsages were presented to Mrs. Adams and Mrs. Smith by Mrs. D. D. Hocutt, President of the Lizzie Hancock Chapter of the Auxiliary. Sandwiches, cheese straws, potato chips, fancy cookies and iced drinks were served by Mrs. Howard White and Mrs. J. C. B. Connell. Following the social hour Mrs. Hocutt presented the state officers. Mrs. W. R. Adams, president, spoke of the aims and purposes of the state auxiliary, and also discussed the part that district organization could play. Mrs. W. J. Smith spoke on the proposed building to be known as the Institute of Pharmacy, to be built at Chapel Hill. Mrs. W. L. Henderson of Franklinton, Vice-President of the Lizzie Hancock Chapter, spoke on the State Student Loan Fund.

Mrs. Hocutt suggested that a telegram be sent by the group to Mr. F. W. Hancock of Oxford, congratulating him on his 92nd birthday.

Following the social hour, the guests were invited to the home of Mrs. J. C. Cooper, at her lovely southern colonial house, "Thrice Welcome" on Garnett Street.

The ladies then returned to the Country Club for the entertainment planned for the men and the women attending the district meeting. Barbecue, Brunswick Stew and all the trimmings were served from a long table covered with a red and white checked cloth, decorated with a white basket containing red dahlias. White candles were used both on the serving table and on the individual tables which were set up in the club room.

Following a delightful supper hour, a motion picture program was presented by W. J. Smith of Chapel Hill, secretary-treasurer of the N.C.P.A.

Honoring the state officers of the joint group, Mr. and Mrs. D. D. Hocutt entertained at their home on Garnett Street immediately following the supper at the Country Club.

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EIGHT DISTRICT ORGANIZATIONS

(Continued from Page 371)

Arriving in Henderson on Monday, August 12th, our party was pleasantly surprised to see welcome signs on the windows of the drug stores and the local hotel. A little questioning revealed that the local chairman for the meeting, Mr. D. D. Hocutt, had been busy for several days getting everything in shape for the visiting druggists.

A short time before 2 P.M., the hour set for the meeting, the delegates began arriving. First, a group from Roanoke Rapids, then in quick succession, druggists from Norlina, Oxford, Rocky Mount and other points throughout District 8. Mr. M. C. Miles welcomed the druggists to Henderson following which the approximately 25 members on hand settled themselves for a three-hour business session.

The Henderson program, which was largely duplicated in the other seven districts, was mostly a summary of Association affairs. Details of the VA Pharmacy Service Plan was presented; an explanation was made of the Association's "Store Design Service" and "Accounting System"; the purpose of the North Carolina Institute of Pharmacy was completly covered by Chairman Ham; "On-the-job training," news of the School of Pharmacy and a detailed outline of public relations also came up for discussion.

"Pharmacy Laws & Regulations"—the subject presented by Secretary McAllister—evoked many questions, particularly in regard to the Board's announced decision to restrict pharmaceutical service to properly trained individuals. Since Mr. McAllister was unable to make the western trip, his portion of the program was handled in Hickory by Mr. J. G. Ballew, President of the Board; in Monroe by Attorney Bowman; in Moeksville by Mr. W. A. Gilliam and in Asheboro by Mr. Roger McDuffie.

Attorney Bowman attended all eight meetings and in every case emphasized the need for greater health facilities throughout the State, particularly an expansion of hospitals and medical schools. He urged the pharmacists of the State to lend their support to the announced state-wide medical care and hospital program which will come up in the next General Assembly. Also, since he had just accepted an appointment as State Representative of the A.D.F.I. Company in North Carolina, Mr. Bowman went into the matter of fire insurance.

At the conclusion of the business session in Henderson, the following 8th District officers were elected: President, D. D. Hocutt, Henderson; Vice-President, R. R. Herring, Oxford; Secretary-Treasurer, H. W. Walker, Norlina. Before adjourning, the delegates voted to meet after the first of the year—time and place of meeting to be left up to the officers of the District.

Dinner and entertainment followed at the Henderson Country Club, which was jointly sponsored by the Association and the Lizzie Hancock Chapter of the Woman's Auxiliary.

(Continued on Page 377)

Photos, Opposite Page

No. 1. Seated, left to right: J. P. B. Connell and D. D. Hocutt, Henderson. Standing, left to right: E. W. Woolard and M. C. Miles, Henderson.

No. 2. Seated, left to right: Octavus Griffin, Alfred Martin and W. P. Taylor, Roanoke Rapids. Standing, left to right: Harry Smith and J. S. Selden, Weldon; M. C. Savage, Roanoke Rapids.

No. 3. Seated, left to right: W. B. Gurley, Windsor; J. C. Hood, Kinston. Standing, left to right: E. S. Pugh, Windsor; S. M. Edwards, Jr., Ayden and E. L. Bradshaw, Kinston.

No. 4. Seated, left to right: A. L. Hogan, Kinston; R. R. Copeland, Ahoskie and D. R. Davis, Williamston. Standing, left to right: Stacy G. Nelson, Aulander; John Biggs, Greenville and W. H. Hollowell, Edenton.

No. 5. J. S. Pierce, Rocky Mount.

No. 6. L. W. Henderson, Franklinton.

No. 7. H. W. Walker, Norlina.

No. 8. Ladies of the Eastern Star, Moeksville, who had charge of the dinner arrangements in that city.

Products of Superior Merit

Double Your O-N Profits

O-N

SELL O-N COLD
ALONG WITH O-

SKIN ITCH ANTISEPTIC

for itch and burn of
ATHLETE'S FOOT
ringworm and similar irritations

IN DEMAND THE YEAR ROUND

$2.80 Dozen

2 Bonus

35c RETAIL

OVER 200 NEWSPA
AND OTHER RA
SCHEDULES

O-N

FOOT POWDER

COMPANION TO
O-N ANTISEPTIC

Your Customers will com
back for More

RETAIL 35c

EVERY SEASON IS OPE
SEASON FOR THIS
PRODUCT

ORDER FROM

OWEN DR
SALISBURY

Always in Demand

Sell in Pairs

ABLETS
LIQUID

RS, PLUS GRADY COLE
. ALSO FOOTBALL
TC. CONSTANT.

O-N

COLD TABLETS

COMPANION TO
O-N LIQUID

Pushed by Powerful Radio Campaign. Stock!

RETAIL 15c

$1.20 Doz. 2 Bonus

Contact Wholesaler Immediately

UR WHOLESALER

G COMPANY
NORTH CAROLINA

for

COLD

DISCOMFORTS

Breaking all sales records!

$2.80 Dozen

2 Bonus

35c Retail

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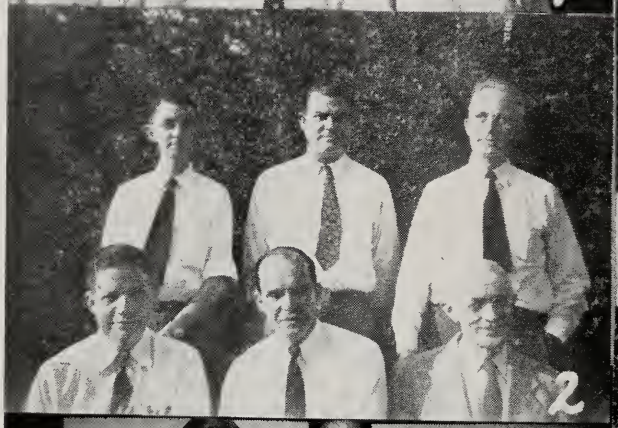
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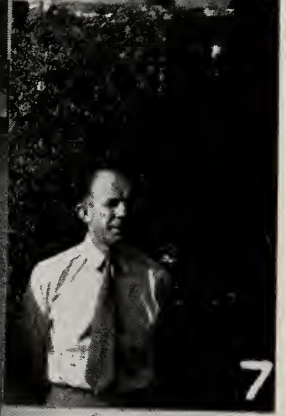
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EIGHT DISTRICT ORGANIZATIONS

(Continued from Page 373)

After a drive of approximately 120 miles our party arrived in Williamston to find that Mr. D. R. Davis, the local chairman, had all necessary details taken care of. By 2 P.M. our party had converted the Woman's Club into a meeting room to fit our needs and had set up the registration desk. When President Daniel called the meeting to order, a representative group from throughout District 10 was on hand.

Mr. J. C. Hood had driven up from Kinston and had with him Mr. Hogan and Mr. Bradshaw, fellow pharmacists. Also in the party were Mr. S. M. Edwards, Jr., of Ayden; Mr. John Biggs of Greenville and Mr. W. H. Hollowell of Edenton. Bill Gurley and Mr. Pugh of Windsor soon arrived to be followed by Stacy Nelson of Aulander, R. R. Copeland of Ahoskie and others.

A delicious chicken dinner, a prize horse-racing stunt and movies ended the meeting.

Officers elected to carry on the affairs of District 10 for the next twelve months are as follows: President, J. C. Hood, Kinston; Vice-President, W. B. Gurley, Windsor; Secretary-Treasurer, John Biggs, Greenville.

Bob Darden of Clinton arranged the District 9 meeting which was held in that city on Wednesday, August 14th, at the Community Center. In addition to our members of long standing, we were pleased to see two recent G.I.'s in the group: Mac Herring and Lawrence Britt, both of whom had just gotten out of service.

Mr. W. L. West, Roseboro, was elected President of the District and he will be assisted by Vice-President W. Y. Whitley of Fremont and Secretary-Treasurer B. R. Ward of Goldsboro. The officers just named will decide on the next meeting, when it is to be held and where.

A very pleasant drive next morning through the White Lake section soon brought our party to Lumberton, where J. C. Jackson had secured accommodations for us at the Lorraine Hotel. By 2 P.M. our party had checked in at the hotel, attended a luncheon as guests of the Jacksons', set up the registration table and in general had everything in readiness for the meeting which went off on schedule.

At the close of the business session, Mr. J. C. Jackson was elected President of District 6. His fellow officers for the coming year will be: J. H. Townsend of Red Springs, vice-president, and E. F. Rimmer of Sanford, secretary-treasurer. The next meeting of District 6 will be in Sanford some time during January, the exact date to be announced later.

W. R. (Bill) McDonald of Hickory reserved the Cactus Club in that city for the District 2 meeting on August 27th. Before the meeting got underway, a representative group from throughout the district—pharmacists from Lenoir, Morganton, Boone, Cherryville, Kings Mountain, Shelby, Forest City, Taylorsville, Valdese, Marion, Sparta as well as Hickory—were on hand to hear the speakers.

(Continued on Page 379)

Photos, Opposite Page

No. 1. Seated, left to right: W. L. West, Roseboro; R. J. Darden and M. O. Register, Clinton. Standing, left to right: Mac Herring, Lawrence Britt and George McLean, Clinton.

No. 2. Seated, left to right: W. T. Glass, Jr., Wilmington; L. E. Bunch, Carolina Beach and Clement Byrd, Wilmington. Standing, left to right: C. H. Beddingfield and J. D. Bain, Clayton; E. Reid Toms, Wilmington.

No. 3. Seated, left to right: W. A. Crabtree, Sanford; P. A. Lee, Dunn and J. H. Townsend, Red Springs. Standing, left to right: E. F. Rimmer, Sanford and John Henley, Hope Mills.

No. 4. Seated, left to right: J. C. Jackson, Lumberton; W. R. Adams, Angier and Graham Culbreth, Southern Pines. Standing, left to right: Archie McDaniel, Fairmont; M. A. Prevatt, Lumberton and J. C. Graham, Red Springs.

No. 5. L. R. Creech, Oxford. No. 6. L. A. Warren, Garland and B. R. Ward, Goldsboro. No. 7. W. Y. Whitley, Fremont. No. 8. R. R. Herring, Oxford.

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EIGHT DISTRICT ORGANIZATIONS

(Continued from Page 377)

Two visitors were present: C. M. Andrews, who could not attend the District 5 meeting in Asheboro, drove up from Burlington to sit in on the discussions, and Paul Gamble drove over from Monroe for a preview.

After electing the following slate of officers, the delegates voted to hold another district meeting in Morganton after the first of the year: President, W. R. McDonald, Jr., Hickory; Vice-President, H. M. Deal, Lenoir; Secretary-Treasurer, R. B. Campbell, Taylorsville.

As previously mentioned, Paul Gamble got a preview of the Hickory meeting, so by the time our party arrived in Monroe, he had everything in readiness at the Hotel Monroe. After an excellent lunch (at the expense of N. B. Moury's account with Wampole), the regular business program was presented. In attendance were a number of pharmacists from Charlotte, Concord, Wadesboro and nearby towns.

Officers elected (District 4) were as follows: President, Paul Gamble, Monroe; Vice-President, F. H. Cline, Charlotte; Secretary-Treasurer, Jesse M. Pike, Concord.

After a brief stop in Salisbury, our party moved on to Mocksville in preparation for the meeting in that city on August 29th. The chairman here, Mr. W. R. Wilkins, had reserved the Masonic Hall for the meeting and had arranged with the ladies of the Eastern Star to serve dinner at 6 P.M.

As in all the other meetings, attendance from throughout this District (No. 3) was representative. J. G. Abernathy of Elkin was elected President of the District and serving with him will be W. R. Wilkins of Mocksville, Vice-President and W. S. Wolfe, Mount Airy, Secretary-Treasurer.

The final meeting of the month was held in Asheboro on August 30th with Hal Reaves in charge of local arrangements. While attendance was reduced somewhat, due to the fact the meeting was held on Friday afternoon, the district group compared very favorably with others throughout the State.

Officers elected by District 5 are as follows: President, J. W. Tyson, Greensboro; Vice-President, H. C. Reaves, Asheboro; and Secretary-Treasurer, James H. Fox, Asheboro. The next meeting of District 5 will be in Burlington, February, 1947.

A general roundup of opinion following the meetings indicate the Association is on the right track in taking the organization to the members in their own home communities. In several cases, members of the Association who attended voiced their wholehearted approval of the sectional plan and agreed to give future meetings their vigorous support.

The Association is indebted to the speakers, especially to President Daniel and Mr. Ham, who left their businesses for the better part of two weeks in order to do their bit towards promoting the sectional

(Continued on Page 381)

Photos, Opposite Page

No. 1. Seated, left to right: W. P. Phillips, Morganton; Roy Burgiss, Sparta and C. G. Lasley, Hickory. Standing, left to right: Y. E. Spake, Morganton; Rowe Campbell, Taylorsville and W. R. (Bill) McDonald, Jr., Hickory.

No. 2. Seated, left to right: Tom Holland, Mount Holly; C. D. Blanton, Kings Mountain and L. R. Burris, Valdese. Standing, left to right: H. M. Deal, Lenoir; J. S. O'Daniel, Hickory and J. G. Greene, Shelby.

No. 3. Seated, left to right: C. H. Mock and G. K. Moose, Boone; P. J. Suttlemyre, Hickory. Standing, left to right: W. H. Houser, Cherryville; J. G. Ballew, Lenoir and Dean Tainter, Marion.

No. 4. Seated, left to right: Dolan Jones, Monroe; Boyce Hunter and Herman Cline, Charlotte. Standing, left to right: Kirk Hardee, Charlotte; Jesse M. Pike, Concord and Hoy Moose, Mount Pleasant.

No. 5. B. B. Black, Kannapolis and C. A. Wilson (top), Monroe.

No. 6. V. V. Secrest, Monroe and W. T. Airheart, Concord.

No. 7. John K. Civil (top), Charlotte and H. N. Guion, Marshville.

No. 8. James H. Fox, Asheboro and Herbert E. Lovett, Liberty.

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EIGHT DISTRICT ORGANIZATIONS

(Continued from Page 379)

idea. Both of these gentlemen, as well as the other speakers, are interested in pharmacy and wish to see it continue to progress.

And the meetings will be of invaluable assistance to the officers of the N.C.P.A. as they plan its future programs. All sorts of ideas were expressed along the way. In one case, a pharmacist advocated turning over the pharmacy licensing and enforcement program to the State. In still another, a delegate expressed the opinion that all dangerous drugs be removed from the restricted list, that they be sold over-the-counter without restriction.

In Henderson, the delegates passed a resolution in support of the public relations program and called for an extension of the work. In practically every case the subject of "Pharmacy Laws and Regulations" called forth much discussion, particularly to the part dealing with "who shall render pharmaceutical service?"

District 1

Members of the N.C.P.A. residing in District 1 (Black Mountain-Asheville west of Murphy) will meet in Waynesville, October 3rd, at the Gordon Hotel. J. Louis Cobb, Waynesville pharmacist and member of the firm, Curtis Drug Store, has been appointed chairman to handle local details.

In line with the preceding district meetings, a business session will be held in the hotel from 2 to 5 P.M., followed by a dinner at 6 and entertainment to last not later than 9 P.M. By conducting the meeting in this manner, a member may attend yet return home the same day.

The registration fee is $5.00. All funds from this source less actual dinner and entertainment expenses will be turned over to the Secretary-Treasurer of District 1 (to be elected at the meeting).

Delegates who desire to do so may attend the 29th Annual Cherokee Indian Fair, which runs from October 1st through October 5th at Cherokee, N. C. (about two hours' driving distance from Waynesville). A great variety of Indian handicraft work, such as baskets, pottery, beadwork, bows and arrows and hand-woven articles, will be on display. Indian dances, ball games, archery and blowgun contests will also be featured.

Opportunity

Wanted: Licensed, experienced pharmacist to manage and buy an interest in drug store doing approximately $100,000 annually. Capital no object for right person. Present owner is a licensed pharmacist who also owns another store. Living quarters available. Write: W. J. Smith, Drawer 151, Chapel Hill, N. C.

Photos, Opposite Page

No. 1. Seated, left to right: J. W. Tyson, Greensboro; J. V. Farrington, High Point and Roger A. McDuffie, Greensboro. Standing, left to right: M. B. Phillips, Albemarle and Wayne Russell, Greensboro.

No. 2. Seated, left to right: Sam Welfare, Winston-Salem; E. L. Webb, Thomasville and J. G. Abernathy, Elkin. Standing, left to right: L. M. Lamm and W. S. Wolfe, Mount Airy; W. A. Gilliam, Winston-Salem.

No. 3. Seated, left to right: W. R. Wilkins, Mocksville; L. W. MacKesson and T. W. Griffin, Statesville. Standing, left to right: Roy Collette, Mocksville; Dwayne Irwin and George Edwin Royall, Jr., Elkin.

No. 4. Seated, left to right: Phil Gaddy, Marshville; W. D. Merriman, Charlotte; G. E. Andes, Wadesboro; H. C. Greene, Charlotte and C. D. Guion, Cornelius. Standing, left to right: H. E. Whitley, Concord; Paul Gamble, Concord; D. Clyde Lisk, Charlotte; R. E. Cornelius, Concord; and C. M. Brooks, Monroe.

No. 5. M. H. Hoyle, Cooleemee. No. 6. Ralph T. Holmes, Statesville.

No. 7. Seated, left to right: E. L. Ray, Asheboro and Sam McFalls, Greensboro. Standing, left to right: Lee Moose, Greensboro and Hal Reaves, Asheboro.

No. 8. Ladies of the Eastern Star, Mocksville, who had charge of the dinner arrangements in that city.

SELL A COUPLE OF "SPARES"—

they stay

Fresh

—WILL WORK WHEN YOUR CUSTOMER NEEDS THEM!

REGULAR SIZE - 2LP **BABY SIZE - 1LP**

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

Doings of the Woman's Auxilary of the North Carolina Pharmaceutical Association

MRS. W. J. SMITH, *Publicity Chairman*

Membership in the Woman's Auxiliary has surpassed all previous years with a registration to date of 414. We believe (and nobody has challenged this claim) that this is the biggest Woman's Auxiliary of a state pharmaceutical association in the entire United States. Acceptance of memberships for 1946 has been closed, and a membership drive for 1947 will begin shortly after the New Year.

Those of you who attended the convention already know that the following contributions were made, but we are so pleased about the growth of the fund at the University that we want to mention this again, in order that every member will be able to visualize what the Auxiliary is doing. The following contributions were made by local auxiliaries:

Charlotte Druggists' Woman's Auxiliary	$100.00
Greensboro Drug Club Auxiliary	85.00
Raleigh Woman's Drug Club	85.00
Winston-Salem Apothecary Club	50.00

Interesting reports were heard from these clubs, in addition to the news of the reorganization of the Asheville Auxiliary. Reports of organization and future plans were heard from the Durham-Chapel Hill Club, and the Lizzie Hancock Chapter, a four-county unit, with Henderson as the nucleus.

The Loan Fund at the University was transferred to the Scholarship Fund Division at the School as voted at the state meeting. This was done at a committee meeting held at the Carolina Inn at Chapel Hill, May 22nd, at which time Chancellor House of the University, Dr. Jacobs of the School of Pharmacy, Mrs. W. R. Adams, president of the Auxiliary, and Mrs. J. C. Jackson, past-president, met with the committee composed of Mrs. J. Floyd Goodrich, Durham; Mrs. D. D. Hocutt, Henderson; Mrs. M. L. Jacobs and Mrs. W. J. Smith, Chapel Hill. Chancellor House officially accepted the scholarship and commended the Woman's Auxiliary on what he termed a progressive step in aiding the profession of Pharmacy.

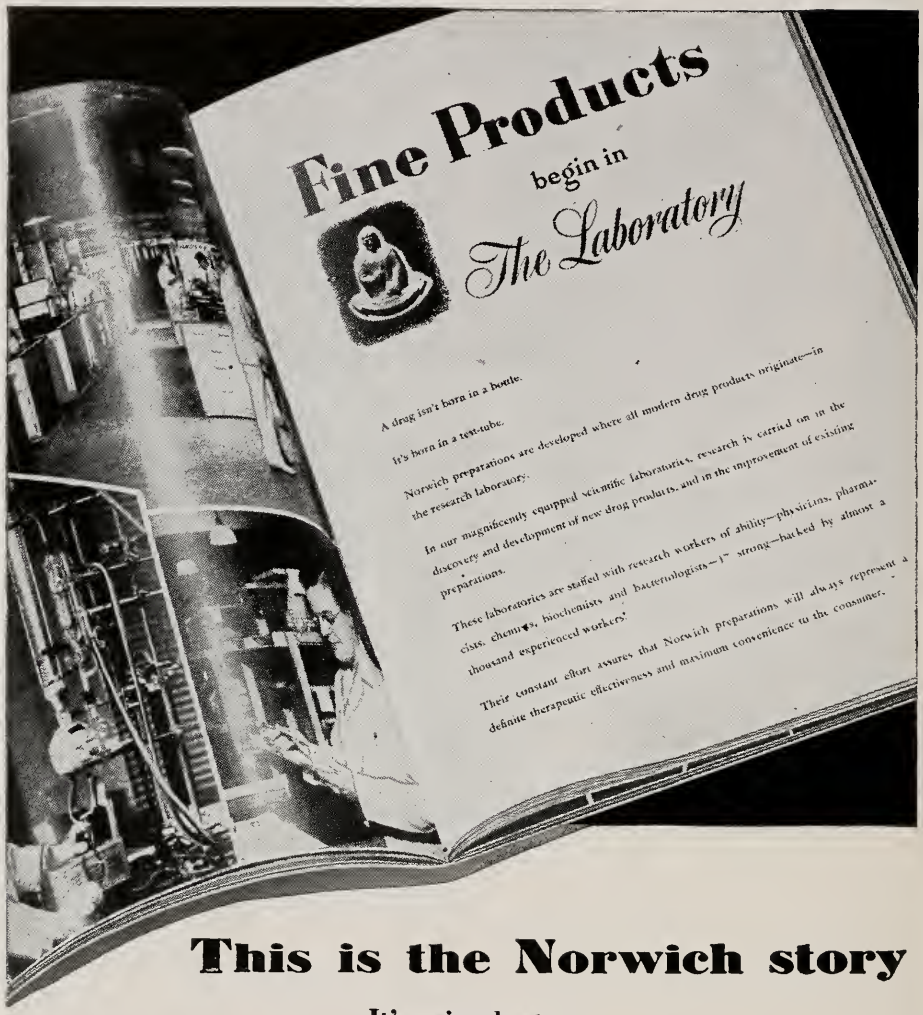
When the net amount from the membership dues was added to the contributions from the local auxiliaries, it was found that $532 was added to the fund this year, bringing it to a grand total of $3,398.20. The first scholarship under this plan will be awarded this Fall to a worthy boy or girl who wishes to study Pharmacy, and without this assistance would be unable to do so. The Scholarship Committee of the School of Pharmacy will make the award. By action of a special committee, headed by Mrs. J. C. Hood of Kinston, the scholarship was given the name—Scholarship of the Woman's Auxiliary of the North Carolina Pharmaceutical Association.

Work is going forward on the renovation of the Woman's Lounge at the School of Pharmacy. You will remember that at the Convention it was voted to use $100 for this purpose. New equipment has already been purchased and delivered, and the painters have been engaged for repainting the walls. You will be interested to know that two additional contributions were made for this project. Dr. M. L. Jacobs contributed $10 and the Charlotte Auxiliary, $25. These additional funds enabled the Committee to further add to the attractiveness and convenience of the room.

Several projects are being planned by the Executive Board of the Auxiliary and will be considered in the very near future so that preparation can be made for their successful completion.

Perhaps you have already heard of the tentative plans of the N. C. Pharmaceutical Association to erect a building at Chapel Hill to be known as the North Carolina Institute of Pharmacy. This building is to be used for the continuation of study for the drug personnel of the state. In addition to this, it will be used for various committee meetings and other gatherings of the N.C.P.A., the Woman's Auxiliary, and the T.M.A. It is the pres-

(Continued on Page 385)



This is the Norwich story

It's a simple story:

1. ***We make fine products***
2. ***We advertise and promote them***
3. ***You profit by them handsomely***

Ask the Norwich Man for the whole story.

The Norwich Pharmacal Co., Norwich, N. Y.

THE WOMAN'S AUXILIARY

(Continued from Page 383)

ent plan that memorial plaques will be embedded in the walls of the Auditorium, and we think that it is fitting and proper that a plaque be installed by the Auxiliary to honor Mrs. F. W. Hancock of Oxford who organized the Auxiliary, and was its president for several years. When the Executive Board has acted on this project, further information will be sent to you.

We have found that there is a need at the School of Pharmacy for books for the library. Mrs. Adams, our president, is getting a list of the most urgently needed, and further action will be taken on whether the Auxiliary should undertake the purchase of some of these.

On July 28-29, a meeting of the N. C. Pharmaceutical Council was held at Chapel Hill. This was composed of representatives of all segments of the drug industry—retail, manufacturing, wholesale, women pharmacists, hospital pharmacy, School of Pharmacy, as well as members of the T.M.A. Board of Directors and your Auxiliary president, Mrs. Adams, and the immediate past-president, Mrs. J. C. Jackson. This meeting afforded an opportunity for discussion of plans and proposals for the entire industry, and gave ample time for consideration of various projects.

During the week of August 12-17, the N.C.P.A. held district meetings in the eastern half of the state. Mrs. Adams represented the Auxiliary at these meetings, and spoke to the men on behalf of our organization—explaining its achievements, and its future plans.

At the convention at Asheville last year, we were challenged by a T.M.A. guest in that the Woman's Auxiliary does no entertaining at the convention, while the T.M.A. and the N.C.P.A. do. While we like to think that, being women, it is our privilege to be entertained by the men, perhaps it is time we showed the men that we have many and diversified talents, and can put on a perfectly good show.

These plans are in the embryonic stage, for we are awaiting a conference with the T.M.A. Board of Directors and the N.C.P.A. Executive Committee concerning our collecting our own registration fees from the women in order to finance our show.

Now this is our *tentative* plan: Let's have a local talent show—"local" meaning in this case, using our own members. Early in the year, a list of proposed acts, musical numbers, etc., will be sent to each local auxiliary. We will ask that this be discussed at the meeting of the club and that after a vote is taken, that 1st, 2nd, and 3rd choices for the club's feature of the program be designated. So please be thinking about this—and, please, if you have any suggestions, won't you send them to Mrs. W. R. Adams, Angier, North Carolina, right away so that she can include them in her suggested program.

If there is any way in which the Auxiliary can assist you, or if you have any suggestions which would be helpful to the Auxiliary, we would consider it a great favor if you would write to the president, or some member of the Executive Board.

BUTTERCUP
ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

BROMO-SELTZER

presents the famous "chills and thrills" radio drama

"Inner Sanctum"

Also! Bromo-Seltzer is using a big schedule of advertising in—

Magazines • Newspaper Sunday Supplements
Thousands of Radio Spots • Car Cards

... to build more sales, faster turnover, more profit for you.

ONE OF AMERICA'S TOP MYSTERY THRILLERS NOW ON COAST-TO-COAST NETWORK OF 141 STATIONS FOR BROMO-SELTZER

CBS EVERY MONDAY EVENING

HI PERCENT SAYS ...

DISPLAY BROMO-SELTZER AND CASH IN ON THE BIGGEST ADVERTISING CAMPAIGN IN THE PRODUCT'S 60-YEAR HISTORY

EVERFRESH *Products*

are well on their way toward carrying on—through 1946—their annual custom of making each succeeding year their biggest in sales.

EVERFRESH

CITRATE OF MAGNESIA

- Popular in Quality and in Price
- Reliably Standard Preparation
- Exclusive Purifying Process

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
12 Dozen, 15%

THE McCAMBRIDGE & McCAMBRIDGE CO.
BALTIMORE 23, MARYLAND — SOLE DISTRIBUTORS

Ain't We Smart?

Ain't we druggists the smartest folks? We are going to have inspection of our prescription departments. Won't that be just fine?

We don't have anything else to worry about, with sales tax, income tax withheld from wages, income tax, excise tax; margin of profit being cut every day; clerks wanting more money, vacation with pay and off on every excuse.

The clothier, hardware and grocery merchant, without any training, make more money than we do in less hours.

Now some man that might or might not have worked in a retail drug store wants to put us in with the cafes and have us inspected. If this was put on us by outside people we would fight it, but since it is being put on us by one of our kind, I guess we will take it.

Honestly, what we need is less control . . . a better outlook if we expect to get the better class of students in our School of Pharmacy. What does a retail drug store have to offer but more hours at less pay?—Sent to the JOURNAL by an anonymous contributor.

Poet Praises Pharmacy

Nowadays one hears frequently of discourteous clerks, of a "take it or leave it" attitude on the part of our employees. So it was refreshing, indeed, to receive a little sample of a customer's reaction to treatment in one pharmacy—in this case the Zebulon Drug Company, the home of the President of the N.C.P.A., Mr. E. C. Daniel.

It is not often a customer is so favorably impressed with the service and general atmosphere of a retail establishment that he or she is moved to write a poem, but in one instance such was the case. The poem follows:

DANIELS DRUG STORE (AN APPRECIATION)

Daniels Drug Store is a nice place to go,
With shelves all neat and bottles in a row.
A nice place to wait and quietly chat,
To talk of this and to talk of that.
A place to sit and just idly dream,
While you munch a nab or eat ice cream.
The place is so clean, deliciously quiet;
No disorder, loud talk, discord or riot.
The people you know are fine, genteel,
The very atmosphere speaks, you have the feel
That the medicine, iron and vitamin pills
Are just what you need to cure all ills.
So, if for drug products you need to shop,
Into your car get and off to Zebulon hop.

Another Queer One

Frank Cooley of the Ward Drug Company, Nashville, received an order for "laripinktunton." The customer wanted L. E. Pinkham's Vegetable Compound.

News Notes

Orchids to Paul Bissette of Wilson for his featured article in the September issue of *The American Druggist* . . . the Editor of AD, John McPherrin, knows a good thing when he sees it, and sooner or later generally manages to get it into type. . . . In case you have $25,000 cash and would like to invest it in a drug store that has chalked up daily volumes as high as $800, write us (the owner says "must be a pharmacist").

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

Thousands Prefer a

LIQUID HEADACHE REMEDY!

Sell Them

Liquid CAPUDINE

Liquid Capudine is so easy to take . . . so easy on the stomach . . . so quick in its pain-relieving action. You see, Capudine's ingredients are already dissolved, therefore, all ready to start relief . . . there's no waiting for the ingredients to disintegrate and dissolve before relief starts.

Millions of newspaper advertisements are telling North Carolina people about these advantages of Capudine every week throughout the year. Display Capudine in your store and get your full share of the demand.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

The Seeman Printery, Inc.

Where **Good** *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION AND PROMPTNESS

Printers in Durham, N. C., Since 1885

Tar Heel News Roundup

The Wards (Mr. and Mrs. W. A. of Swannanoa) recently spent two weeks at Virginia Beach. . . . R. S. Knight of Columbia has been appointed a member of the Washington-Tyrrell Health Board to fill the vacancy created when R. H. Parker returned to Belhaven. . . . Wade Gilliam has returned to Winston-Salem after attending an eight-day South-Wide Sunday School Clinic in Dallas Texas (yes, Wade is a Sunday School Superintendent in addition to his other official duties).

John H. Rosser of Vass is now receiving his mail at High Point . . . he is an employee of the McLarty Drug Company. . . . According to the Federal Security Agency, a quantity of medicinal products sold by the C. B. Sales Co., Inc., Charlotte, were misbranded and "a plea of guilty having been entered on behalf of the defendant, the court imposed a fine of $100."

Earl Evans, negro employee of Greene St. Drug Company, Greensboro, has been charged with entering the firm at night and stealing change from the cash drawer. . . . W. T. Boone of Jackson has accepted a position with Taylor's Drug Store, Roanoke Rapids . . . his boss, M. C. Savage, attended a recent Rotary Convention in Atlantic City (the Jacksons of Lumberton and the Wests from Roseboro were there also).

North Carolina's own Henry M. Burlage (School of Pharmacy) has been nominated first vice-president of the American Pharmaceutical Association . . . he has two first-rate opponents, so let's support the "home folks" by voting for Henry . . . the nomination took place at the recent A.Ph.A. meeting in Pittsburgh, which was attended by Secretary McAllister and Professor Jacobs as well as Professor Burlage.

A letter from Mooresville (S. H. Price) gives us the details of the reception accorded one of the Association's movie programs by the Mooresville Kiwanis Club . . . "it was so interesting," writes Mr. Price, "we held it over for the local high school students." And over in Ayden, the local Rotarians were treated to another movie program, "Broadway Handicap," through the cooperation of S. M. Edwards and the Association.

Mac Herring, after vacationing a bit in Clinton, teamed up with E. Reid Toms and Charlie Beddingfield to help take care of the sick folks around Wilmington . . . and speaking of the coastal section of the State, had you considered the possibility that the 1947 annual N.C.P.A. meeting might be held in this area? . . . perhaps at Carolina Beach.

The Main Street store building occupied by Eckerd's of Durham was sold to Eckerd Stores, September 23rd, for a high bid of $120,000 . . . before the building was offered for sale, it was leased by Eckerd at $655 per month . . . the purchase price figures out at $18 per square foot of floor space.

Morehead City was invaded by a group of druggists from Greensboro in early September . . . the object being mostly some rest and relaxation with a bit of fishing on the side . . . in the party were Roger McDuffie, Joe Usher and P. A. Hayes. . . . Congressman Durham of Chapel Hill went along as a special guest and returned home with several nice specimens of the briny deep.

Mrs. P. A. Hayes of Greensboro is a patient in Watts Hospital, Durham . . . she is recovering nicely from a recent operation . . . a short distance away—at Duke Hospital, two pharmacists (Joe Barbour of Burlington and R. Q. Richards of Fort Myers, Fla.) are rapidly recovering their strength following major operations. . . . Richards is Secretary of the Florida Board of Pharmacy and Florida Pharmaceutical Association . . . he was recently installed as President of the National Association of Boards of Pharmacy . . . it's a credit to our State to have such an active man visit us, even if he does have to view our scenery from a hospital bed.

On Highways and Byways the "Buy-Word's" PAL!

In cities, towns and villages in North Carolina, the "buy-word's" PAL for better shaves.

Two reasons account for this. (1) PAL's as different from ordinary blades as Wright's first airship from a jet-propelled plane.

"Hollow Ground" like a straight-edge, the modern PAL gives a "feather-touch" shave—cool, clean, quick. (2) PAL's backed by powerful, consistent advertising in leading dailies and national magazines.

Any way you look at it, from customer satisfaction to profits for yourself, PAL's

The Blade It Pays to Push

PAL *hollow-ground* RAZOR BLADES

DOUBLE OR SINGLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue 22, N. Y. C.

Christmas Is Just Around The Corner

Our sample room is now open and we cordially invite you to come in and see our display. Gift items are still scarce and the "Early Bird" will get the best selections.

THE PEABODY DRUG COMPANY

WHOLESALE DRUGGISTS

305 WEST PETTIGREW STREET

DURHAM, N. C.

Know Your Policy

Last month in discussing your N.C.P.A. group policy we went over the effect of the insuring clause, and explained that your policy requires total disability before any claim is made.

To review and define what is meant by total disability let us say "Total disability," as a requirement to securing benefits from your N.C.P.A. group policy, means that your disability must cause complete stoppage of work. In other words to be eligible for benefits, a member cannot quit work as a pharmacist, and work in his place of business, or elsewhere at some other occupation.

So much for that.

In the event of total disability, caused by a bona fide sickness or accident (except caused by war or private flying) the Company must, and will pay your just claim, as soon as complete proofs are filed. It is the practice of the Company to be liberal in claim adjustments. Since there are no technicalities in the policy, you can be sure of getting your claim money when you need it. Claims, however, must fall under the terms of the contract, which are sufficiently broad to include any type of total disability.

You have a very precious right under the terms of your policy. So long as you remain a member of the N.C.P.A. and so long as the Association maintains its contract with the Company, your policy cannot be cancelled or altered, no matter what your physical condition may be.

If you have been continuously disabled for as much as three months, your policy cannot be taken away from you even for non-payment of premium, since the contract provides for premium waiver under the above circumstances.

Moreover, if you were one of those who purchased his policy, after the date for accepting uninsurables was passed, your policy, after you hold it one year, prevents the denial of a claim on the grounds that your disability originated before your policy became effective.

Of course if you purchased your policy during the period in which the Company was accepting uninsurables, your policy can never be contested as to the time of origin of disability.

(To be continued)

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$8.00 Doz. 100s

A. E. P. Tablets
$16.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

Durham, North Carolina

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST **L. P. MAYRAND** GREENSBORO NORTH CAROLINA

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Va Pharmacy Service Plan In Operation

Within three days following distribution of N.C.P.A.-VA contracts in this State, approximately 100 drug stores had qualified to fill prescriptions for veterans with service connected disabilities. It is expected that eventually most of the stores in the State represented by the N.C.P.A. will come under this plan.

Complete details of the VA Pharmacy Service Plan, with the exception of "working agreements" mailed direct to members of the Association, appeared in the August issue of THE CAROLINA JOURNAL OF PHARMACY.

Secretary Smith, in announcing the plan to members of the N.C.P.A. wrote:

"Enclosed you will find a copy of the recently negotiated contract between the N.C.P.A. and the Veterans Administration for furnishing prescriptions and medical requisites to beneficiaries of VA, together with two copies of an Agreement between the N.C.P.A. and participants under the VA proposal. If it is your desire to become a participant, please sign the two Agreement forms and return to W. J. Smith, Drawer 151, Chapel Hill, N. C. Upon approval of the Agreement, one copy will be returned to you for your files at which time you become eligible to fill prescriptions for veterans with 'service connected disabilities.'

"In order that our entire membership may become perfectly familiar with this plan, we are mailing contracts and agreements to everyone, however it is not necessary for more than one set of agreement forms to be filed for any given pharmacy.

"After you have studied the booklet, please file it in your Fair Trade Book for future reference. At the present few prescriptions are being written for this class of individuals, however it is estimated a minimum of 50,000 veterans will eventually qualify for this service in North Carolina. To date over 1,000 physician-members of the N. C. Medical Society have signed agreements with that organization to provide 'home treatment' and have qualified to write prescriptions under this plan.

"Your participation in this program is voluntary, but before rejecting it I ask you to consider what may happen in the event our veterans find it impossible to have their prescriptions filled by their local pharmacists. The alternative may be the establishment of VA Dispensaries throughout the State.

"The Association is offering the service solely to members of the organization. While non-members may qualify, they will have to negotiate their own contracts and agreements with three different agencies in Washington.

"Every effort has been made to make the booklet as completely explanatory as possible, however if you have any questions following careful study of the booklet, please feel free to write me."

Activities of the Charlotte Drug Travelers

C. H. SMITH, *Reporter*

The Charlotte Drug Travelers held their regular monthly meeting on September 7th at Thackers. F. F. Potter, president, presided.

Announcement was made at the meeting of the delivery of a piano to the Travelers' Club House on the Catawba River. The piano was paid for out of funds raised by President Potter. Once each month for the balance of the year the Club will sponsor a dance at the Club House.

News Notes

Mr. M. W. Stone's father recently fell and fractured three ribs. He is convalescing at Charlotte Memorial Hospital and expects to be able to return home (Lynchburg, Va.) soon.

Mr. J. E. Allen of Burwell & Dunn Company lost his father this past week. Our sympathy goes to Mr. Allen.

We have a report that L. J. Loveland of "B.C." has been on the sick list. We wish for him a speedy recovery.

The Travelers extend their sympathy to the family of B. L. Meredith of Asheville. Mr. Meredith, who represented E. R. Squibb in Western N. C., died September 13th.

Following his appointment as District Manager of Bauer & Black, Mr. L. W. Millican left Charlotte Sept. 21st for Atlanta where he will have his headquarters.

Asheville Drug Club News

J. W. HARRISON, *Reporter*

The August meeting of the Asheville Drug Club was held August 9 at the Shrine Club and was featured by an address, "Legacy from the Dead to the Living," by Stacy Smith. The members heartily endorsed his proposal that druggits make their stores branch banks where donors may exercise the proper legal instruments necessary for bequeathing corneas to "Cornea Transplants." This idea embraces manifold details, especially as the sanction of the medical profession is necessary and desirable, and a committee was appointed to study the idea further and formulate a workable campaign to put it into effect. The plan, being of supreme altruism, is greater than any single localized group and will be presented to the N.C.P.A. for all druggists' and members' participation.

The Drug Club program was prepared by Roy Johnson and included a discussion of the returnable merchandise problem and an old-fashioned spelling match. W. A. Ward of Swannanoa was elected Treasurer and Moss Salley was elected a member of the Executive Committee.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

Your customers prefer it because

WHITE'S Flavor-Rich ICE CREAM

is Deliciously Different!

White Dairy Products Co., Raleigh

PHARMACY BOOKLET RELEASED

(Continued from Page 357)

conditions may be found on page 88 of the booklet.

Part Two of the booklet deals with Federal Laws (Narcotic and Food, Drug and Cosmetic Act). You'll find the information here on what to do in case of telephone orders for narcotics, the procedure to be followed in case of loss, what to do when you sell your pharmacy, how old, undesired narcotics may be disposed of, etc.

Finally—of particular interest to students—will be the examination rules to be found in Part Three, and for the pharmacist who wishes to practice in another state, the reciprocity instructions to be found on page 169 will be of interest.

In case you missed your copy, send your request to Mr. McAllister. He'll be glad to mail you one.

Here Is What One Man Says About The N.C.P.A. Group Policy

MILLER DRUG COMPANY, INC.
PRESCRIPTION DRUGGISTS
MOORESVILLE, NORTH CAROLINA

Mr. W. J. Smith, Secretary May 29, 1946
N. C. Pharmaceutical Association
Chapel Hill, North Carolina

Dear Mr. Smith:

Several months ago I purchased an insurance policy, through the Association "group", from the Inter-Ocean Casualty Company.

After purchasing the policy I developed a hernia, which required an operation. I went to the hospital April 1, and was out of the drug store for eight weeks.

Today, I received a check from this company for claim, which amounted to $211.66.

I am just taking this opportunity to express to you, as Secretary of the Association, that I can recommend this insurance to the druggists of the State.

Yours very truly,
(Signed) S. H. Price

Here Are Some Others Who Have Been Paid Claims

Austin, B. N.	Thomas, W. D.	Brookshire, L. P.
Bradford, C. H.	Thompson, Paul	Brown, James D.
Etheridge, E. T.	Tingen, Wm.	Collier, H. D.
Gamble, C. F.	O'Daniel, James S.	Coppedge, Raymond F.
Herndon, Harris	Underwood, H. P.	Cornwell, Amos
Jenkins, L. W.	Walters, A. K.	Curtis, Rufus
Joiner, Arthur E.	Ward, Waits	Duffy, H. Bryan
Dailey, Robert I.	Welch, John	Ham, T. J., Jr.
Montesanti, Joe, Jr.	West, James	Holmes, Ralph T.
Moss, Fred	White, E. S.	Jackson, J. C.
Nicholson, M. A.	Young, Richard E.	James, A. Allison
Poindexter, A. G.	Adair, Walter H.	Keith, Earl K.
Price, Sam	Aiken, Otis	King, V. J.
Salley, Wm.	Airheart, Walter T.	Maness, Riley C.
Sherard, J. F.	Amram, Jack	Martin, John W.
Sutton, Jos.	Birkett, S. P.	Rimmer, Robert

For particulars write to

R. J. GOLDEN, MRS. J. E. FERGUSON, LUCAS ABELS
or F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

Selling Your Customers For YOU

Millions of Newspaper Readers Every Week and Millions of Radio Listeners Every Day

RELIEVES HEADACHES

BC

. . . and soothes Nerves upset by

HEADACHE *and* NEURALGIA

The prescription-type ingredients in the "BC" formula are readily assim[i]. t's why "BC" offers from headaches, cular aches and ic pains.

Nerves ruffled and upset by minor pains are also gently soothed by the quick-acting "BC" ingredients. Keep a 10c or 25c package handy. Use only as directed. Consult a physician when pains persist.

B. C. REMEDY COMPANY
DURHAM, NORTH CAROLINA

"Keep it on Hand—To Supply the Demand"

ALKA·SELTZER *has* FAST *Turnover!*

"I cash my inventory 8 TIMES EVERY YEAR"

FAST TURNOVER MEANS FAST PROFITS

• • ***and Alka-Seltzer is one of the fastest turning products in the drug field.*** On an average, a druggist rings up 8 CASH Sales, and makes 8 PROFITS on each inventory investment every year. What's more, Alka-Seltzer sells all year 'round, winter and summer—so your sales are constant—your profits high.

MILES BIG ADVERTISING PROGRAM KEEPS 'EM BUYING

• • There is no "feast-or-famine" trend in Alka-Seltzer sales because (1) Miles giant advertising program, including 6 Big Network Radio Shows, never stops. (2) Alka-Seltzer is in big demand every month in the year. And (3) Profit-wise druggists make it easy for customers to buy Alka-Seltzer. They display it at the cash register—in their windows and on their counters and floors.

MILES *Laboratories, Inc.*, **ELKHART, IND.** *Makers of* **ONE-A-DAY** (BRAND) **VITAMINS... MILES NERVINE**

WHAT W. H. KING DRUG COMPANY MEANS TO YOU!

W. H. King Means Service.

★ Improved methods and constant attempts to serve you efficiently, effectively, and expeditiously are practiced.

W. H. King Means Progress.

★ Constantly bringing you new ideas, new products, and latest developments.

W. H. King Means Fine Promotion.

★ Constantly working for King's and for you is a program of effective advertising, publicity, and sales promotion, backed by the personal interest and service of your W. H. King representative.

W. H. King Means Fine Products.

★ Products based on quality, research, and popularity. We are one of the selected and exclusive distributors on many lines of prominence.

W. H. King Means Dependability.

★ Everyone knows that the pharmacist is at the service of the public constantly—we serve the druggist as faithfully.

W. H. KING DRUG COMPANY

RALEIGH, N. C.

"*The House of Friendly and Dependable Service*"

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

The Carolina
JOURNAL OF PHARMACY

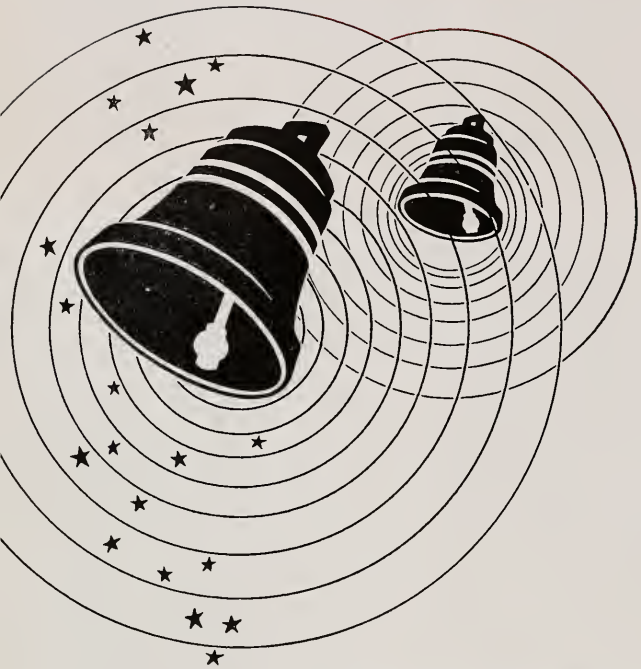
Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

F. Herman Cline, Secretary-Treasurer of Walker Drug Company, Charlotte—one of North Carolina's leading prescription pharmacies.

Oct., 1946

lume XXVII Number 10

1,088 feet in one second



Pharmacists will recognize this statement at once. It is the velocity of sound in dry air at 0°C. Under the given conditions this velocity will never vary. It is a constant you can depend upon—a physicial law confirmed many times by actual experiment.

The scientific discipline of the pharmaceutical profession encourages pharmacists to rely upon proved methods in business techniques as well as in prescription practice. For over seventy years the fundamental principles of fair prices, fair dealing, quality, and service have guided the affairs of Eli Lilly and Company. These principles were embodied in the Lilly Policy published first in 1894. Through boom and depression, war and peace, the Lilly Policy has remained unchanged. It too is a constant upon which you can depend.

Lilly

ELI LILLY AND COMPANY
INDIANAPOLIS 6, INDIANA, U. S. A.

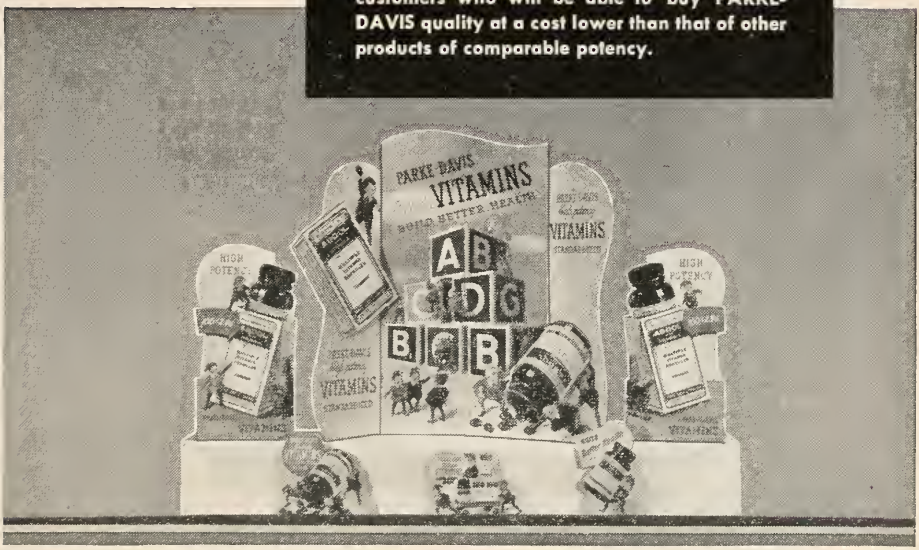
HIGH and LOW

HIGH potency is an outstanding feature of

ABDOL with VITAMIN C Capsules

HIGH concentration of detailing and advertising is informing your neighborhood physician that the potency of ABDOL with VITAMIN C Capsules has been materially increased, that this advantageous combination of 8 VITAMINS OF HIGH POTENCY is an important member of the family of distinguished PARKE-DAVIS vitamin preparations.

LOW sales resistance on the part of your customers who will be able to buy PARKE-DAVIS quality at a cost lower than that of other products of comparable potency.



In addition, as a further means for calling the attention of your customers to ABDOL with VITAMIN C Capsules, Parke-Davis provides you with an effective selling aid: the brilliant, full color window display illustrated above.

The Parke-Davis salesman who calls at your store will tell how this display may be obtained. Ask him about it!

The formula for ABDOL with VITAMIN C Capsules (No. 218) is as follows: 10,000 units Vitamin A; 1000 units Vitamin D; 2.5 mg. Vitamin B_1 (Thiamine Hydrochloride); 2.5 mg. Vitamin B_2 (Riboflavin); 0.5 mg. Vitamin B_6 (Pyridoxine Hydrochloride); 20 mg. Nicotinamide; 5 mg. Calcium Pantothenate; 50 mg. Vitamin C (Ascorbic Acid).

Available in bottles of 25, 100, and 250 capsules.

PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN

In the materia medica of modern endocrine therapy

ORETON

ORETON-M

ORETON-F

SCHERING'S MALE SEX HORMONE PREPARATIONS

What better criterion of the effectiveness of ORETON can there be than the steadily increasing demand for it?

ORETON preparations provide potent androgenic therapy as evidenced by their position in the forefront of the male sex hormones.

ORETON is indicated in male sex hormone deficiency such as the male climacteric and impotence due to androgenic deficiency. In the female, ORETON is effective for the immediate control of functional uterine bleeding, for intractable primary dysmenorrhea and for the inhibition of lactation.

TRADE-MARKS ORETON, ORETON-M AND ORETON-F—REG. U. S. PAT. OFF.

SCHERING

Schering CORPORATION

BLOOMFIELD, NEW JERSEY

In Canada, SCHERING CORPORATION LTD., MONTREAL

ORETON: testosterone propionate in oil for intramuscular injection.

ORETON-M: methyl testosterone in tablets and ointment.

ORETON-F: free testosterone in pellets for subcutaneous implantation.

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE
Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

2 Unrelenting Principles

Govern

Preparation and Distribution of

EVERFRESH

CITRATE OF MAGNESIA

1. Steady high quality of preparation standards, including scientific purification.
2. Steady concern about the dealer's profit.

EVERFRESH Citrate of Magnesia, U.S.P.
Three Free with Each Dozen
Packed 15 Bottles to Case - - $2.00 per Doz.

QUANTITY DISCOUNT
12 Dozen, 15%

THE McCAMBRIDGE & McCAMBRIDGE CO.
BALTIMORE 23, MARYLAND SOLE DISTRIBUTORS

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Clark Goes to Kansas

Appointment of Dr. Ralph W. Clark to a full professorship in the School of Pharmacy at the University of Kansas was announced recently by Chancellor Deane W. Malott.

For the past year Dr. Clark has been manager of the prescription department of Macy's in New York City and director of pharmacy for all stores in the Macy group.

Dr. Clark was director of the pharmacy service department of Merck and Co., Inc., for eight years before he joined Macy's. During this time he worked with nearly 60 schools of pharmacy and appeared on the programs of retail and wholesale druggists and hospital pharmacists in the United States and Canada.

Dr. Clark received a B.S. degree in pharmacy from the University of Wisconsin in 1922. After five years' experience in retail and hospital pharmacy, he returned to Wisconsin as an instructor. He received his M.S. degree in 1929 and Ph.D. in pharmacy in 1933, remaining on the faculty until 1937.

From 1930 to 1934 Dr. Clark was secretary of the Wisconsin Pharmaceutical Association and was the first editor of the *Wisconsin Druggist.* While professor of pharmacy at the University of North Carolina in 1937, Dr. Clark edited the CAROLINA JOURNAL OF PHARMACY.

Dr. Clark is a registered pharmacist, married and has two children. He has purchased a home at 612 Mississippi and will move to Lawrence early in November.

Cosmetics—100% Decontrolled!!!

The OPA has removed control over all cosmetics. This action includes powders, rouge, and the entire group of these items. Perfumes, toilet water, colognes, eye and hair cosmetics, cold wave solutions and cuticle removers were decontrolled in April, 1946. In September, 1946, cosmetic items retailing for 25 cents or less were suspended from price ceilings, as previously reported in the *N.A.R.D. Journal. Soap,* however, is not decontrolled.

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST L. P. MAYRAND GREENSBORO NORTH CAROLINA

MRS. M. B. MELVIN, Raleigh

Mrs. Melvin Heads Raleigh Auxiliary

Mrs. M. B. Melvin, who was recently installed as president of the Raleigh Woman's Drug Club, is vitally interested in the work of the organization. She is a charter member of the club, and was instrumental in the formation of it.

She is also well known among the State Woman's Auxiliary members since she served as Membership Chairman of the N.C.P.A. Woman's Auxiliary for the year 1945-46.

Her husband is proprietor of the Melvin Pharmacy on Hillsboro Street, Raleigh.

Christmas Is Just Around The Corner

Our sample room is now open and we cordially invite you to come in and see our display. Gift items are still scarce and the "Early Bird" will get the best selections.

THE PEABODY DRUG COMPANY

WHOLESALE DRUGGISTS

305 WEST PETTIGREW STREET

DURHAM, N. C.

Scott Drug Company

Wholesale and Manufacturing

Druggists

Charlotte, N. C.

The First Law of Selling . . .

. . . *stock the merchandise the customer wants!* That's the cardinal principle of smart retailing. Pal Blades are *pre-sold* through consistent punch-packed advertising in leading national magazines like . . .

LIFE SATURDAY EVENING POST
COLLIER'S ESQUIRE

plus leading papers North Carolinians read every day!

Backed by quality merchandise, this memory-catching advertising will bring Pal customers into *your store* to demand the "feather touch" blade again and again and again. They'll prove

"Pal's the Blade It Pays to Push"

PAL *hollow-ground*
RAZOR BLADES

DOUBLE OR SINGLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue 22, N. Y. C.

SERVICE RECORDS

RUFUS McPHAIL HERRING

After entering the Army, Mr. Herring took basic training as a medic at Camp Barkeley, Texas and went directly to Italy in February, 1945. Shortly afterward he was assigned to the 33rd General Hospital as an X-Ray Technician. In July of 1945 he was assigned to the 61st Station Hospital where he was in charge of the pharmacy for twelve months. At the end of that time, he was sent back to the U. S. for discharge on "length of service." He served all his overseas time in Italy and received his promotion (Tech. Sgt. at time of discharge) while performing the duties of a pharmacist.

Since his discharge, Mr. Herring is prescriptionist at Toms Drug Store, Wilmington.

EDWARD LEE PILKINGTON, SR.

Mr. Pilkington served in the Hospital Corps of the Navy, entering service March 28, 1944 and receiving his discharge in January of this year.

He served in the American Theatre, Atlantic & Pacific, and Pacific-Asiatic Theatre. He performed duties of pharmacist mate 3/C at the U. S. Naval Hospital at Portsmouth, Va., at Charleston, S. C. and at Newport, R. I. He served aboard the light cruiser, U. S. S. Amsterdam, as assigned pharmacist-in-charge. The Amsterdam was in Task Force 38, a part of the Third Fleet. He had rating promotions from Apprentice Seaman to Seaman 2/C; to Pharmacist Mate 3/C.

Mr. Pilkington is associated with Brown Drug Company, Inc. of Goldsboro.

WILLIAM HERBERT HOLLOWELL, JR.

Mr. Hollowell entered the Navy in May of 1944 and received his recruit training at Camp Peary, Va. In August of 1944 he was sent to Hospital Corps School at Bainbridge, Md., where he received a promotion to HA 1/C. He was transferred to Camp Lejeune, N. C. in November of 1944 and was there until his discharge in June of 1946. While there he did ward duty (Psychiatry) until January, 1945. He was then assigned to the pharmacy, being placed in charge of it in October, 1945. In April he was made instructor in Materia Medica and did this work until his discharge. His rating was Ph. M. 2/C.

Mr. Hollowell is now associated with Leggett and Davis, Edenton.

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

FOR MORE THAN FIFTY YEARS

DAVID'S SANATIVE WASH

Has been the standard remedy for Scabies (the Itch) over the Southeastern States.

The Current Deal Is
One Bottle Free with Each 11/12 Dozen
Expiration Date January 31, 1947

From Your Own Wholesaler
or from

Owens & Minor Drug Company
Incorporated
1000 E. Cary Street Richmond, Va.

"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 — Single Numbers, 15 Cents

Vol. XXVII — OCTOBER, 1946 — No. 10

Membership vs. Non-Membership

Is membership in the North Carolina Pharmaceutical Association worthwhile? Is the annual dues assessment of $20.00 a good investment? Does the Association effectively represent its members—professionally, economically, legislatively? These are questions of major concern to the writer, especially since it is his responsibility to conduct the affairs of the Association so answers will always be in the affirmative.

We do not agree with those individuals who continually criticize non-members for their failure to "share the load"; for being a "financial slacker," "Let George Do It" outcast. Rather, we believe the shoe is on the other foot—that organizations such as the N.C.P.A. should be so operated "free riders" will find it too expensive to use passes.

Let's take a hurried glance as the picture exists today in North Carolina.

Members of the Association are eligible for non-cancellable health and accident insurance at average savings of 40%. *Non-members* pay the equivalent of two years' dues for same protection without non-cancellation clause.

Members of the Association can easily qualify to fill prescriptions for VA patients. *Non-members*, while not excluded, qualify only after much labor and expense (we estimate the equivalent of one year's dues).

Members of the Association may obtain the services of a qualified architect at 25% discount; the services of a certified public accountant at $10 a month. *Non-members* let their more progressive neighbors move ahead through more attractively arranged stores.

Members of the Association participate in district meetings. *Non-members* get their information second hand, frequently too late for use.

Members of the Association are eligible to attend N.C.P.A. short term schools, professional seminars and the like. *Non-members* are not invited to participate.

Members of the Association are eligible to send their clerks for special N.C.P.A. sponsored sales training programs. Employees of *non-member* stores are not invited to participate.

Members of the Association regularly receive the CAROLINA JOURNAL OF PHARMACY and special bulletins. *Non-members* get their news through the grapevine.

Members of the Association have first call on the available supply of pharmacists listed in the office of the Secretary. Requests from *non-members* are filed in basket "K."

Yes, the *non-member* may elect to remain outside the folds of organized pharmacy in North Carolina, but increasingly he will find it more and more expensive to play the role of the "lone wolf." Perhaps in his loneliness he will recognize the benefits to be gained by teaming up with his fellow pharmacists. If so, then the objectives of the writer will have been realized.

Thompson New Faculty Member

As previously announced in the JOURNAL, Dr. Herman O. Thompson has returned to Chapel Hill as an Associate Professor of Pharmacy. He and Mrs. Thompson, and their two children, are staying at the Carolina Inn until more permanent housing can be found.

Dr. Thompson is no stranger in these parts. His undergraduate days were spent in Chapel Hill in the thirties. And following graduation from the School of Pharmacy in 1937, he spent three years in this State, first in retail pharmacy, later as a medical service representative for Eli Lilly with headquarters in Durham.

After obtaining a Master's degree and a Ph.D. at Purdue, he taught pharmacy at the University of Georgia. This was followed by one year at the University of Illinois School of Pharmacy, the Institution from which he resigned to accept a position in this State.

While at the University of Illinois, Dr. Thompson was in charge of a large hospital pharmacy. His experience here in connection with the manufacture of medicinals for the pharmacy, which handled a large volume of prescriptions, will be put to good use in this State, once the expanded graduate program in pharmacy gets underway.

PROFESSOR H. O. THOMPSON

Dr. Thompson's friends wish him well in his new assignment. Young, energetic, with an excellent background in theoretical and practical pharmacy, he will make a valuable addition to the School's faculty, which is faced with one of its largest enrollments since the School was started in 1897.

A Bear Story

This is a story about a bear, two bears in fact, and not the sort you find hanging around the stock exchange.

If the story sounds fantastic, we refer you to J. R. Elson, Sr., of Enka, who can verify the facts. Mr. Elson operates a drug store in Enka on a much-traveled highway just a short distance from Asheville.

One night not so long ago a physician residing in the Enka neighborhood drove up to Elson's, parked his car, walked into the store and wrote some prescriptions for a patient he had just visited. A little later, the physician returned to his car and headed in the direction of his residence, which was but a few hundred yards away.

While on the way home, the physician thought he heard a noise in the rear of the car, but passing it off without further thought or investigation, he drove on home without further delay. After stopping the car, he happened to glance in the rear seat, and imagine his surprise to find two bears as uninvited guests.

Stunned silence at first, then a hurried rush to the house for a gun. Soon the two bears were dispatched, never again to ride forth into the night. And to cap the climax, the physician, in reporting the matter, was fined $100 for shooting bears out of season.

Announcement

Mrs. Julia Elizabeth Brown of Wilmington announces the marriage of her granddaughter, Helen Carolyn Beazley, to Mr. Clement Byrd. The marriage ceremony took place at Chesterfield, S. C., on September 29th.

Mr. and Mrs. Byrd are making their home in Wilmington, where Mr. Byrd is associated with Jarman's Pharmacy.

Artist Commissioned

William Steene, prominent artist of New York City, has been commissioned to paint the portrait of the late Doctor E. F. Kelly, Secretary of the American Pharmaceutical Association, for the School of Pharmacy, University of North Carolina. The contract was signed October 10th.

The Kelly Memorial Committee considers itself extremely fortunate of being able to obtain the services of an artist of Mr. Steene's calibre. Normally, Mr. Steene's fee for such a portrait is $3,000; however, due to the fact that the artist expects to retire in Chapel Hill and is desirous of having some evidence of his ability close at hand, he agreed to do this portrait for $500.00.

Mr. Steene expects to begin work on the portrait at an early date. Upon completion of the portrait, formal presentation ceremonies will be held in Chapel Hill.

The portrait is being paid for out of a special fund made possible by a number of Dr. Kelly's friends residing in this State. To date, a total of $385 has been contributed to the fund by the following individuals and firms:

Kelly Bennett, Bryson City ($5); Paul B. Bissette, Wilson ($1); J. G. Ballew, Lenoir ($10); W. A. Crabtree, Sanford ($10); E. C. Daniel, Zebulon ($15); C. L. Eubanks, Chapel Hill ($10); W. A. Gilliam, Winston-Salem ($25); J. A. Goode, Asheville ($100) and W. B. Gurley, Windsor ($5).

Warren W. Horne, Fayetteville ($20); A. K. Hardee, Jr., Charlotte ($10); M. L. Jacobs, Chapel Hill ($10); Roger A. McDuffie, Greensboro ($15); M. B. Melvin, Raleigh ($10); Alfred N. Martin, Roanoke Rapids ($5); and N. O. McDowell, Scotland Neck ($10).

B. F. Page (W. H. King Drug Company), Raleigh ($25); Ralph P. Rogers, Durham ($5); I. W. Rose, Chapel Hill ($10); I. T. Reamer, Durham ($15); E. F. Rimmer, Sanford ($20); W. Moss Salley, Asheville ($10); K. N. Summey, Mount Holly ($5) and J. F. Smith, West End ($5).

W. R. Viall, Pinehurst ($5); C. R. Whitehead, Ramseur ($5), R. N. Watson, Jonesboro ($5) and Sam Welfare, Winston-Salem ($5).

A balance of $115.00 is needed for this project. In case you care to participate, send your contribution to the N.C.P.A., Drawer 151, Chapel Hill. Since there are some indications that a national memorial will be established in memory of Dr. Kelly at a later date, contributors to the N.C.P.A. Fund must be Tar Heels.

The State Association will purchase a suitable frame for the portrait, estimated to cost $100, and will make up the difference, if any, between the portrait fee ($500) and actual contributions.

FOR SALE

Troemner's Ball Scale in first-class condition. Scale has 10 inch nickel pan; will weigh from 1/4 oz. to 16 lbs. without the use of ordinary weights. Price $25.00, F.O.B., Goldsboro. Write: John E. F. Hicks, Brown Drug Company, Goldsboro.

BUSY DRUG STORE FOR SALE

In heart of bright leaf tobacco, peanut, soy bean belt of Eastern North Carolina. Probable sales this year 75 to 100 thousand dollars. Merchandise valued at $10,000 to $12,000; fountain, furniture and equipment at $6,000 to $7,000.

Sale value one-third current year's volume. Terms.

For further details, write

Charles Organ Fore

Altavista, Virginia

Sold in Drug Stores ONLY!

REDI-WET Skins. Pre-moistened. Box of 3's in plastic capsules. Available now in limited quantities.
Pack of 3.....Retails at $1.25
Dozen 4.00

No. 17—Box of 3's.
Retails at 50c.

No. 16—Economy Box of 12. For family trade.
Retails at $1.25

The substantial profits on retail sales of Dean's RESERVOIR END Peacocks ALL go to Druggists! Those profits are not spread thin through miscellaneous outlets.

This is an absolutely rigid Dean policy. Whatever other prophylactic manufacturers may do . . . you always know Dean's are sold through *drug stores ONLY*.

This policy also adds to the value of Peacocks as a general drug sales leader, by bringing customers to *your* store.

The plainly visible Health Feature and fine quality of Peacocks keep them *coming back*.

You profit increasingly through the widespread, growing popularity of Peacocks.

Peacock RESERVOIR END PROPHYLACTICS

It pays to keep well stocked with Peacocks.
Call your wholesaler or write

Dean RUBBER MFG. CO.
North Kansas City, Mo.

DEAN Headquarters in Your District,
PARAMOUNT SALES CO., P. O. Box 477, Knoxville, Tenn.

High Point-Thomasville Drug Club Organized

J. V. FARRINGTON HEADS CLUB

*

CONGRESSMAN DURHAM SPEAKS

Congressman Carl Durham, officials of the N.C.P.A. and the U. N. C. School of Pharmacy, as well as Mayor Earl N. Phillips of High Point and Mayor R. L. Pope of Thomasville, were on hand October 23rd to participate in the organization of the High Point-Thomasville Drug Club.

In addition to forty-seven charter members, visiting druggists from Winston-Salem, Greensboro, Burlington, Monroe, Asheboro, Yanceyville and other surrounding towns also were present at the meeting, which was held in the Sheraton Hotel. J. V. Farrington was named president of the Club, which will meet the third Wednesday of each month. C. A. Ring, Jr., was named vice-president, and E. L. Webb, Jr., of Thomasville, secretary-treasurer.

Coke Cecil served as toastmaster. The visitors were welcomed by High Point City Manager Braden; the response being given by N.C.P.A. Secretary Smith. Professors M. L. Jacobs and E. A. Brecht of Chapel Hill made short talks.

Congressman Durham's address was broadcast by Station WMFR. In introducing the speaker, P. A. Hayes said: "It is indeed a pleasure and a privilege to be in attendance at the organization meeting of your drug club, and to have the honor of introducing to you the speaker of the evening. It is our good fortune to bring an especially timely feature to the High Point-Thomasville Drug Club now meeting at the Sheraton Hotel, and to the radio audience.

"Our speaker is a registered pharmacist, a graduate of the University of North Carolina, passed the pharmacy examination and was registered in 1918. He followed his profession for 20 years, and was active in his city and county affairs. During these years he served as a member of the Chapel Hill Board of Education, Town Alderman, and Orange County Board of Commissioners.

"In 1938 he was chosen to represent the Sixth North Carolina District in Congress, and has continuously been our representative for eight years. After two years in Congress, he was selected to serve on the third most important committee in Congress—The House Military Affairs Committee. This committee governs the policies of all the armed forces of our country. His record of service on this committee is well known in Washington as well as locally.

"He is a veteran of World War I—a pharmacist, and is exceptionally well qualified to talk to us this evening on the subject 'Pharmacy as It Fits into Our Health Program of Today.'"

"The pharmacist holds one of the most strategic positions as a public health servant," Mr. Durham pointed out. "His specialized training and knowledge of questions related to health are rendered so much more serviceable because of his daily contact with so many people.

"Despite the fact that the appearance of some drug stores are to the contrary, it should always be remembered that the pharmacist is first of all a professional man and his pharmacy a public health station," said Congressman Durham. "For business expedience, it has been necessary for him to engage in many commercial activities . . . most pharmacists would practice their profession exclusively if they could afford to do so."

Various other ways in which the pharmacist serves his community, in protecting the public from the indiscriminate use of poisons, in rendering first aid until a physician can be obtained, in the proper distribution and instruction in the use of antiseptics, insecticides, were listed by Mr. Durham.

A dinner and entertainment arranged by Toastmaster Cecil preceded Congressman Durham's address.

Pharmacists Registered by Reciprocity

W. C. Beck, Hendersonville from South Carolina; R. E. Franklin, Greensboro from Mississippi; Henry Gamm, Spartanburg, S. C. from South Carolina; Nina E. F. Williams, High Point, from Kansas.

Pharmacists Re-Registered

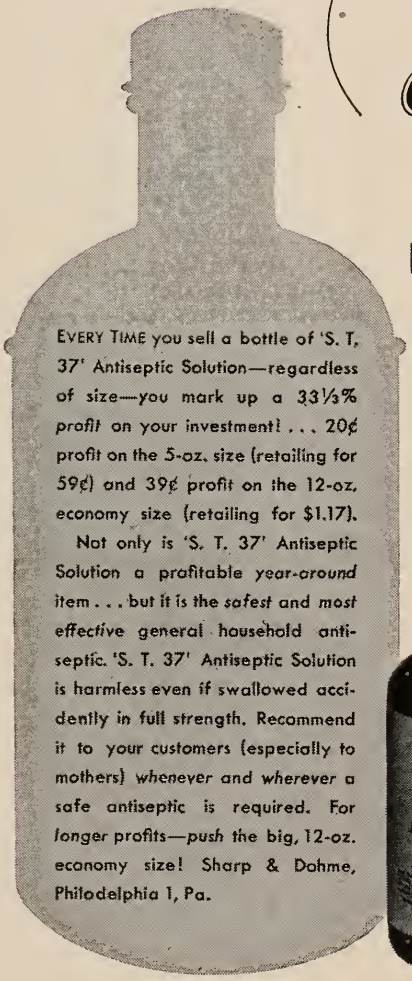
C. V. Knight, Wilson; J. D. Matheson, Raeford; F. H. Scroggs, Richmond, Va.

33⅓% PROFIT

on every sale of

'S. T. 37'

ANTISEPTIC SOLUTION



EVERY TIME you sell a bottle of 'S. T. 37' Antiseptic Solution—regardless of size—you mark up a 33⅓% *profit* on your investment! . . . 20¢ profit on the 5-oz. size (retailing for 59¢) and 39¢ profit on the 12-oz. economy size (retailing for $1.17).

Not only is 'S. T. 37' Antiseptic Solution a profitable *year-around* item . . . but it is the *safest* and *most effective* general household antiseptic. 'S. T. 37' Antiseptic Solution is harmless even if swallowed accidently in full strength. Recommend it to your customers (especially to mothers) *whenever* and *wherever* a safe antiseptic is required. For *longer* profits—*push* the big, 12-oz. economy size! Sharp & Dohme, Philadelphia 1, Pa.

SHARP & DOHME

Tar Heel News Notes

Archie E. Millis of Durham is now Chief, Pharmacy Division, Veterans Administration, Branch Office No. 5, Atlanta 3, Ga. . . . he expects to move his family to Georgia as soon as suitable living quarters can be obtained.

R. M. Padrick, Jr., of Wilmington, expects to open a new drug store in Wilmington. . . . Shelton Boyd is the new proprietor of Lafayette Drug Company, Lillington . . . since discharge from service, Shelton has been an employee of Warren's of Dunn.

E. H. (Doc) Knight has changed the name of Jumper's Pharmacy, Black Mountain, to Knight's Pharmacy . . . he purchased the business about a year ago. . . . J. D. Porter has returned to this State from Virginia to become associated with the Riverside Drug Store, Bryson City.

Captain David Henry Hood of Dunn is stationed in Augusta, Ga., at the Oliver General Hospital. . . . H. A. Hammond is managing a new pharmacy in Charlotte—the Kiser Drug Company of 2400 Wilkerson Blvd. . . . Bryan H. Whitford of Washington is pharmacist at the Ketchum Drug Company, Midway Park, N. C.

J. B. O'Hara, a native of Boston, Mass., has obtained his license in this State through reciprocity . . . he has purchased a home in Laurinburg and intends settling in this State. . . . After purchasing Shigley's of Asheville (Montford Avenue), P. D. Rollins changed the name to Rollins Drug Store.

H. H. Herndon, formerly of China Grove, is now in Marion with Harrisons Drug Store. . . . Joe Barbour of Burlington is rapidly recovering from a major operation performed in Duke Hospital. . . . Seventeen additions to Veterans Administration hospitals have been completed as part of VA's big hospital construction program for the care of 20,000,000 potential veteran-patients.

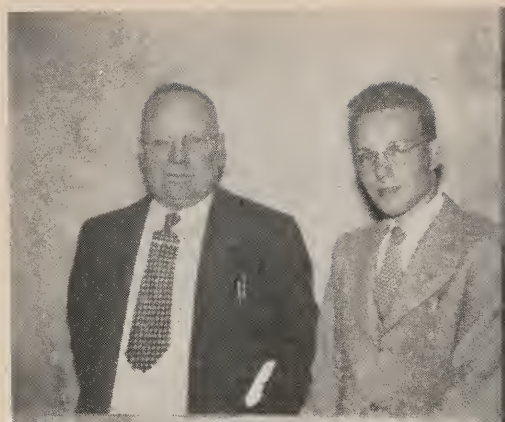
Lucy Lee Kennedy, formerly of the Duke Hospital Pharmacy, Durham, is now in charge of the Pharmacy Department, Veterans Administration, Winston-Salem . . . during the latter part of October she relieved the VA pharmacist at Fayetteville for two weeks.

An article on the "Truth about Sleeping Pills" in a recent issue of the *Woman's Home Companion* was used by a pharmacist to clarify to customers his own position in regard to over-the-counter selling of dangerous drugs. A leaflet was printed by the pharmacist, calling attention to the article and saying: "This fine article may help you understand when sometimes we refuse your request for certain medicaments and cannot refill some of your prescriptions."

Rhodes Distributors, Inc., of 1425 East Morehead Street, Charlotte, is a new wholesale firm headed by C. R. Rhodes, formerly associated with Tainter's of Marion, but more recently—just prior to service with Uncle Sam—a sales representative for Upjohn.

New members of the Pharmaceutical Association include K. N. Summey of Mount Holly, Fred L. Hooper of Sylva and J. D. Porter, Bryson City. . . . J. H. Rosser is an employee of McLarty Drug Company, High Point. . . . Lawrence Britt has replaced Bill Sheffield (graduate student at U. N. C.) at Sawyer & Moore, Durham.

Hardwicke's Pharmacy of Wake Forest has been sold to Gail Edwards of Roseboro . . . the new owner to take over officially on November 1st. . . . Intravenous injections of "Benzedrine" (amphetamine sulfate), constitute a far better antidote for barbiturate poisoning than picrotoxin, declare Drs. A. W. Freireich and J. W. Landsberg, in the *Journal of the A.M.A.*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District One Organizes

J. Louis Cobb of Waynesville was elected president of District 1 (14 western counties) following a meeting of N.C.P.A. members in Waynesville on October 3rd. Serving with him for the coming year will be Lexie Barefoot, vice-president, and W. Moss Salley, secretary-treasurer, both of Asheville.

Out-of-town guests, all of whom appeared on the business program, were E. C. Daniel, Zebulon; H. C. McAllister, F. O. Bowman and W. J. Smith, Chapel Hill. Mrs. W. R. Adams of Angier, President of the Woman's Auxiliary, brought greetings from her organization and cited some of the activities the Auxiliary is engaged in at the present time.

Following installation of officers, the group voted to hold another district meeting sometime after the first of the year, time and place to be left up to the officers of the District.

A dinner at Wayne Villa, presentation of an illustrated talk on "Medicinal Drug Plants of Western North Carolina," a bingo party and short talks by the district registrants, closed the meeting.

Carolina Camera

Fred L. Hooper (1) of Sylva and his fellow-pharmacist, Rudy Hardy of the Sylva Pharmacy, are pictured together following a meeting of N.C.P.A. District 1 in Waynesville. Mr. Hardy is just getting underway in the drug business, but Fred is completing his thirty-eighth year—a period sufficient to justify a bit of fishing on the side, he says.

Among those present at the District 1 meeting in Waynesville were (2), left to right, seated: J. R. Elson, Sr., Enka and Moss Salley, Asheville; standing: J. L. Casteel and J. O. Hendrix, Canton.

Roy Johnson and Lexie Barefoot (3) of Asheville, shown seated, left to right, as well as J. L. (Pete) Jones of Canton and Earl Houser of Asheville attended the District 1 meeting.

Another group of District 1 registrants (4): seated, left to right: J. L. Cobb, Waynesville and Maynard Jones, Asheville; standing, W. A. Ward, Swannanoa and John A. Goode, Asheville.

Earl Houser and Lexie Barefoot of Asheville (5) lend their gracious smiles while Roy Johnson writes out a $1,000 check to the credit of the N. C. Institute of Pharmacy. But then again, Roy could be figuring his income tax.

Mrs. W. R. Adams (6) of Angier, President of the Woman's Auxiliary of the N.C.P.A. Mrs. Adams attended the District 1 meeting in Waynesville and addressed the group about the activities of the Auxiliary.

Here's that man again: Roger A. McDuffie (7) of Greensboro, shown asleep at the reel. The picture was snapped by Joe Usher while Roger was in the hands of Morpheus. We've often wondered what druggists do on fishing trips and now we know.

It Pays to Know-

that you have the best, the safest, the strongest fire insurance.

The peace of mind, the security of knowing you are safe and will be promptly paid if you have a loss, is worth more than the premium cost.

Be sure—insure with the Druggists' own Company—have the best.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.

CINCINNATI 2, OHIO

Our Carolina Representatives:

F. O. Bowman
P.O. Box 688
Chapel Hill, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

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"Inner Sanctum"

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Magazines • Newspaper Sunday Supplements
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...to build more sales, faster turnover, more profit for you.

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ONE OF AMERICA'S TOP MYSTERY THRILLERS NOW ON COAST-TO-COAST NETWORK OF 141 STATIONS FOR BROMO-SELTZER

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DISPLAY BROMO-SELTZER AND CASH IN ON THE BIGGEST ADVERTISING CAMPAIGN IN THE PRODUCT'S 60-YEAR HISTORY

The Seeman Printery, Inc.

Where Good *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION
AND PROMPTNESS

Printers in Durham, N. C., Since 1885

Honey as a Dispersing Agent For Balsam of Peru

By PROFESSOR I. W. ROSE
School of Pharmacy, University of North Carolina

When resinous tinctures, such as cannabis, or benzoin, are prescribed in aqueous mixtures it has been found that the addition of a small amount of honey aids greatly in preventing rapid settling of the resinous material. Since honey would suspend resinous material, it seemed logical to try it where Balsam of Peru was included in aqueous liquids such as the following:

Balsam Peru .....fl. dr. ii
Liq. Phenol .....M. xx
Creamalin Liquid q.s.....fl. oz. iv
M. et Sig: Apply locally.

If the Balsam of Peru and liq. phenol are first mixed well with one or two drams of honey and the creamalin liquid added slowly with constant stirring, smooth, emulsion-like preparation results which stands up indefinitely with very little settling.

This would seem to be typical of what might be expected as the effect of honey with Balsam of Peru in aqueous liquids.

Honey also seems to be a desirable addition to the known list of substances, such as castor oil, soap, and petroxolin, used as an aid in the preparation of ointments containing Balsam of Peru. Balsam of Peru mixes readily with honey and a mixture of 1 part of the balsam with 0.5 to 1 part of honey may be incorporated into any of the ordinary ointment vehicles like petrolatum, wool fat, yellow or white ointment.

Ointments of good consistence and appearance may be obtained with each of these bases. In the case of petrolatum there is the well-known objection of sticking to the fingers when being applied; with hydrous wool fat alone the balsam separates somewhat on standing; a combination vehicle of petrolatum and wool fat being more satisfactory. Yellow or white ointment seems to be the most satisfactory of any of the above-mentioned vehicles. A sample of an ointment made with yellow ointment as the vehicle and containing sulfur, betanaphthol, Balsam of Peru and honey remained in good condition after standing without special attention through the summer months. The balsam does not roll off or stick to the fingers when applied with friction.

It is hoped that this note may cause others either to confirm or disprove the value of honey as an aid in the compounding of prescriptions containing Balsam of Peru.

Civic Programs

Several civic clubs throughout the State will hear about Pharmacy on November 5th.

L. W. MacKesson of the Statesville Drug Company, Statesville, is presenting one of the Association's sound movie programs to fellow Rotarians. On the same day T. H. May of Wake Forest will address the Wake Forest Rotary Club.

The Asheboro Kiwanis Club will hear a talk on "Medicinal Drug Plants of North Carolina," a subject to be presented by W. J. Smith at the request of J. T. Allen and A. H. Reaves of Asheboro.

Another civic club (Rotary) program on this same day—November 5th—is in the hands of pharmacist W. R. Wilkins of Mocksville.

PROFESSOR I. W. ROSE

How Wholesale Druggists Did the Job Last Year

The 217 wholesale members of N.W.D.A. last year:

1. Distributed over $750,000,000 worth of manufacturers' products;

2. Extended about $60,000,000 daily credit to retailers on manufacturers' products;

3. Continuously contacted 58,000 drug stores and 40,000 other retail stores with 2,500 salesmen;

4. Supplied drug stores with about 80 per cent of wholesale requirements;

5. Carried on average inventory of $100,000,000 in manufacturers' products;

6. Maintained harmonious cooperation and equitable selling policies;

7. Distributed over 100,000 different items sold in retail drug stores;

8. Thoroughly covered every village, town, and metropolitan area in the U. S. A.

Pharmacy Student Solves Housing Problem

Jarvis Alligood, when he returned from the war and decided to study pharmacy at the University, began to inquire for living quarters for himself, his wife and 15-months-old daughter. He met with the usual luck at Chapel Hill just now—no room anywhere.

A suggestion was made that he purchase a trailer—but he decided that if he were going to do this he might just as well build himself a house. So during the summer he worked as a clerk in a drug store during the day, and began building a house at night—but not at Chapel Hill. So when it was almost time for school to start, the problem of transporting a house became of major importance to Mr. Alligood. Finally a truck was hired for $50 to bring it from Washington, N. C.

Permission was granted for "parking" it on the lawn of the University light plant and laundry, and there it is today. Connections have been made for lighting and plumbing, and a small kitchen extension has been built. The family have settled down to daily living and say that now that they have become used to their cramped quarters, they're getting along fine.

Prescriptions Continue to Go Sky-High

Number filled in 1945 in U. S.	292,000,000
Total value of prescriptions filled	$338,000,000
Average number per pharmacy, based on 50,000 stores of all types	5,479
Average number of refills	37% of total
Average number per pharmacy, per day	15
Average cost per prescription	$ 1.15
Estimated number filled by chain stores—based on fact chains did 26.3% of total drug volume	72,054,110
Average number per chain store—5,546 chain outlets	12,992
Average number per day, per chain outlet	36
Estimated number filled by hospital pharmacies—based on fact 3.66% of pharmacists are hospital employed	10,027,302
Average number per hospital—estimating 1 pharmacist per hospital	3,342
Average number per hospital per day	9
Average doctor writes annually prescriptions worth	$ 2,000
Average family spends in Drug Store per year	$ 60

Auxiliary to Erect Plaque

Late developments in the North Carolina Pharmaceutical Association's $50,000 campaign for an Institute of Pharmacy building include the appointment of county chairmen to spearhead the drive in their respective areas, and a special mail campaign among the members of the Woman's Auxiliary to raise $500 for a memorial plaque in honor of Mrs. F. W. Hancock, organizer and first president of the Auxiliary. The Auxiliary program is being directed by Mrs. Homer Starling of Raleigh.

A specimen of the plaque to be made available to members who desire to name rooms is reproduced below. The plaque, with suitable inscription selected by the donor, will be imbedded in the wall of the room so designated. The privilege of naming rooms in the Institute is limited to those who contribute as much as $5,000.

To date, three members of the Association have indicated interest in naming rooms. Five of the Institute's rooms may be named in this manner.

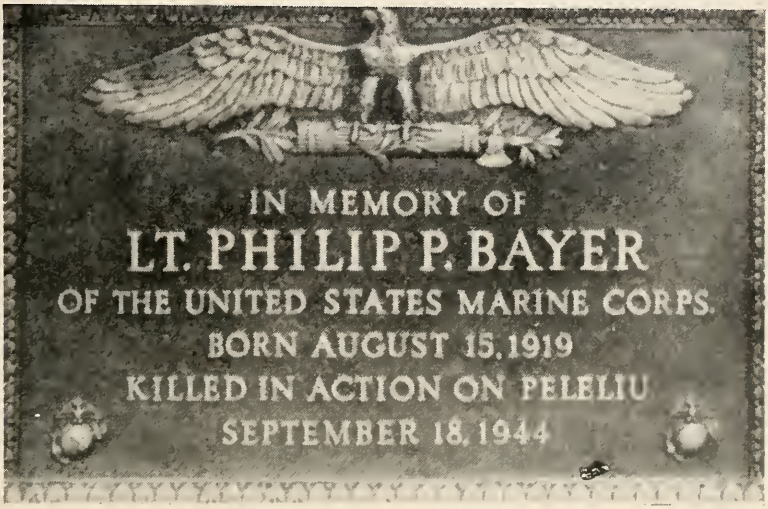
One of the plaques (similar to the Hancock plaque mentioned above) to appear in the Beard Auditorium will honor the memory of Mrs. D. Clyde Lisk of Charlotte, who died this past year. It is anticipated this series of plaques will number at least twenty before actual construction of the Institute gets underway. Auditorium plaques are selected on the basis of $500 contributions.

NEWS BRIEFS

And we enjoyed talking of Joe Barbour, who has been on the sick list for five years . . . this latest operation was helped along by frequent injections of Streptomycin. . . . Hargrove Bellamy was a visitor in Chapel Hill on Sept. 14th . . . he was present for a meeting of the Business Foundation of which he is a director.

Following a week spent in Macon County (near Hayesville), Charlie James of Hillsboro returned with an enthusiastic account of his trip . . . "it was so quiet," Charlie said, "that you could hear the acorns falling" . . . fishing wasn't so good, the reason probably being Walt Mauney of Murphy had already visited this particular lake.

The many friends of Tom Simpson (Justice Drug Company) will be glad to learn he is recovering from an operation performed in a Philadelphia hospital . . . Tom expects to resume his work this Fall. . . .



MEMORIAL PLAQUES SIMILAR TO ABOVE WILL APPEAR IN INSTITUTE OF PHARMACY

POWERS-TAYLOR
DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years

insures our ability to serve you

satisfactorily

Look into this LIQUID vitamin and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B_1, B_2, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

THE CHATTANOOGA MEDICINE CO.

Chattanooga Tennessee

Critical Review of Acetanilid Literature Discloses Research by 600 Scientists on Basic Ingredient of Commonly Used Analgesics*

Six hundred scientists throughout the world have conducted individual research on acetanilid, basic ingredient of many nationally advertised medicinal preparations commonly used in millions of American homes for the relief of headaches and neuralgia, it is disclosed in a newly published 155-page monograph by Dr. Martin Gross, assistant professor in the Laboratory of Applied Physiology, Yale University.

The monograph, which appears on the 60th anniversary of the discovery of the therapeutic value of acetanilid, discloses that more than 750 research articles on the subject, written in a dozen languages, have appeared over the years, in the world's technical journals and medical text books. Preparing the critical review was a two-year job for four bibliographers and five professors besides Dr. Gross; and they had the cooperation of the staffs of the Army Medical Library, the Yale libraries and that of the New York Academy of Medicine.

In an introduction, Dr. Howard W. Haggard, famed director of the Yale Laboratory of Applied Physiology, notes that the present volume is the first in a series of critical reviews, under the editorship of Dr. Gross, of the literature on analgesic and sedative drugs. Other volumes now in preparation deal with salicylates, phenacetin, bromides and antipyrine. These reviews are made possible by a grant from the Institute for the Study of Analgesic and Sedative Drugs, whose funds are contributed by the manufacturers of packaged medicines.

Dr. Gross' Findings

Dr. Gross' review gives perspective to the 750 articles by 600 scientists describing laboratory experiments with this one ingredient of packaged medicines. Although the Yale professor indicates "contradictory findings" on some questions, he finds general agreement in the medical profession on many points; and he explodes several mis-

* Acetanilid: A Critical Bibliographic Review. By Martin Gross, M.D. 155 pp. Hillhouse Press, New Haven, Conn., 1946.

conceptions which had characterized past thinking about acetanilid. Among the points made by Dr. Gross are the following:

1. "Experience has shown conclusively that acetanilid exerts an analgesic action. It is most effective in pain of moderate intensity, in headache, neuralgia, rheumatism, lumbago, and dysmenorrhea. It is extensively used in migraine for relief from the headache, although it does not affect other migraine symptoms."

2. Therapeutic doses of acetanilid "have no detectable effect on the muscle or the conduction system of the heart . . . have little effect on respiration" and cause "no disturbance of the liver or spleen."

3. The question of the toxicity of acetanilid, or of possible dangers involved in its therapeutic use, finds its answer in the "extreme rarity with which acetanilid poisoning occurs at present." As Dr. Gross notes, "any substance that has therapeutic action will, if taken in excessive amounts, produce symptoms of poisoning or at least symptoms which are different from those sought and expected from its therapeutic use. Acetanilid is no exception. The recommendation of maximal or average doses in the pharmacopoeias of many countries is evidence of the fact that acetanilid is considered a non-toxic drug within a certain limited dosage."

4. "There is no sound evidence that the use of acetanilid in sub-toxic amounts will induce headache."

5. Acetanilid is not habit-forming in the sense that chronic use will necessarily involve increased dosages. As some investigators have put it, "any drug that relieves pain will induce a 'habit' if the cause is not removed. . . . If sufficient psychic influence is brought to bear, habituation may occur to pink water."

The monograph reveals that acetanilid was prepared for the first time in 1852, by a French chemist, from acetic acid and aniline, coal by-product derivatives. The rare chemical rested on the shelf of science for 24 years until 1886 when its therapeutic value was accidentally discovered through a German pharmacist's error in filling a prescription. A year later, no less than 129 papers concerning acetanilid were published.

By contrast, the Office of Pharmacal Information notes that only eleven years elapsed between the time of Sir Alexander Fleming's discovery of penicillin in 1929 and the establishment of its therapeutic importance in 1940. On the other hand, only eight scientific papers dealt with this remarkable antibiotic in 1941, while in 1942 the number of such papers was 34. "Since then," the Office of Pharmacal Information comments, "Penicillin has indeed become the object of research the world over."

Lane Stores Sold

United-Rexall Drug Company has announced the purchase of the common stock of Lane Drug Stores, Inc., with headquarters in Atlanta, Ga.

The transaction involved 58 stores operating in Georgia, Alabama, Tennessee, Florida, and South Carolina.

H. C. Naylor, president of the Lane chain since its inception 14 years ago, will remain in complete charge of operations according to officials of United-Rexall.

Products of Superior Merit

O-N

Double Your O-N Profits

SELL O-N COLD T
ALONG WITH O-N

SKIN ITCH ANTISEPTIC

for itch and burn of
ATHLETE'S FOOT
ringworm and similar irritations

IN DEMAND THE YEAR ROUND

$2.80 Dozen

2 Bonus

35c RETAIL

OVER 200 NEWSPA
AND OTHER RA
SCHEDULES

O-N

FOOT POWDER

COMPANION TO
O-N ANTISEPTIC

Your Customers will com
back for More

RETAIL 35c

EVERY SEASON IS OPE
SEASON FOR THIS
PRODUCT

ORDER FROM

OWEN DR
SALISBURY

Always in Demand

Sell in Pairs

ABLETS
LIQUID

RS, PLUS GRADY COLE
). ALSO FOOTBALL
TC. CONSTANT.

O-N

COLD
TABLETS
COMPANION TO
O-N LIQUID

Pushed by Powerful Radio Campaign. Stock!

RETAIL 15c

$1.20 Doz. 2 Bonus

Contact Wholesaler Immediately

UR WHOLESALER

G COMPANY
NORTH CAROLINA

for
COLD
DISCOMFORTS

Breaking all sales records!

$2.80 Dozen
2 Bonus

35c Retail

YOU PROFIT 2 WAYS WHEN YOU SELL "SQUIBB"

When your customer asks for "Milk of Magnesia"—reach for Squibb. There are *two* good reasons for the choice—you profit by both.

First, you can sell Squibb at a higher mark-up and thus net a larger profit.

Second—and more important—when you say "SQUIBB"—you immediately ally yourself with one of the most respected names in pharmacy. The public recognizes SQUIBB as being synonymous with quality and reliability. And your store profits by the "company it keeps."

Squibb Milk of Magnesia is made of highest grade materials. It is free flowing and better tasting because of a special manufacturing process that largely eliminates the usual earthy taste.

Next time a customer asks for "magnesia," reach for Squibb. He'll come back for more.

Order a sufficient stock of the popular sizes today. And be sure to include Squibb Milk of Magnesia Tablets. They sell from the counter—on sight!

SQUIBB *A name you can trust*

Board of Pharmacy News

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F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. McAllister, *Secretary-Treasurer*
Chapel Hill, N. C.

Inspector Employed

It is with pleasure that the Board of Pharmacy is able to announce the addition of Mr. Thomas H. May of Wake Forest to its staff in the capacity of an inspector. Mr. May is a native Tar Heel and was registered as a pharmacist in North Carolina in 1912 after having attended the School of Pharmacy at the State University. For a number of years he was engaged in the practice of retail pharmacy in this state. He later became associated with the H. K. Mulford Co., as a representative and salesman. He remained with this company for a number of years during which it became Sharp & Dohme. While being employed with this company he traveled the eastern United States and was finally located in Pittsburgh for a period of about sixteen years. While there Mr. May took an active part in association affairs having been secretary of the T. M. A. of the Pittsburgh Retail Druggist Association.

Later Mr. May returned to his home in Wake Forest. After a brief vacation he became associated with Sherman Laboratories of Detroit, which firm he now represents in Eastern North Carolina.

Mr. May's employment represents a further step in the Board's efforts to further perfect its inspection and law enforcement program. It is felt that his experience and training will be of great benefit to him in the position of an inspector. However, the Board asks the cooperation of every pharmacist and drug store proprietor in assisting with the various phases of the program.

Information on Sulfa Drugs for External Use

From inquiries received in the offices of the Association and the Board there seems to be some confusion as to the restrictions on the sale of "sulfa" containing preparations for external use without prescription. While the Board of Pharmacy has no authority in the administration of the law relative to this subject, its interest in furnishing information to the pharmacists of the State as well as its concern for the welfare of the health of the citizens in North Carolina prompts us to reprint excerpts of a communication from the Federal Food and Drug Administration.

"New drug applications have been received for products intended to be used as nose drops in which the principal ingredients are one of the sulfonamides and a vasoconstrictor such as dl-desoxyephedrine, neosynephrine, paredrine, and others of like character. Convincing evidence that the preparations are safe when used according to the directions prescribed, and without the advice of a physician, or under his immediate supervision, was presented in each individual case. Under such circumstances the applications were permitted to become effective, although the proposed labeling contained directions for self medication.

"Because of the wide variety of possible

(Continued on Page 425)

TO THE TRAVELING MEN'S AUXILIARY OF THE N. C. P. A.

Gentlemen:

You have, for some time, had an opportunity to purchase through your auxiliary, a non-cancellable health and accident policy. That more of you have not availed yourselves of this protection is due largely to the fact that you are a difficult folk to contact.

We are paying frequent claims to those who have "signed up" and feel that we should not be doing our part if we did not remind you once again that you have the same right to this policy as have the members who have already bought it.

You can buy it cheaper, keep it longer, and have better protection under your T.M.A. group than under any other contract that may have been presented to you.

You may delay buying, but you may be sure there is nothing you can do to delay the day when you will need this protection. It is a great deal better to have it than to need it and not have it.

Write us for further information.

F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

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Mrs. J. E. Ferguson
R. J. Golden

185 Pharmacy Students at University of North Carolina

Pharmacy students—a total of 185—are enrolled in the University for the Fall Quarter. The first-year class, with 67 students, is somewhat larger than normal; the same is true of the second-year class, which has 60 students remaining from a class enrolled a year ago.

Returning students, mostly veterans, have helped to swell the third-year class total to 40, and as might be expected, the fourth (senior) class, with 18 students, is smallest of all. A glance at this latter figure will give you some indication of your possibilities of obtaining a pharmacist within the next year.

Three graduate students—twice as many as the School has had in the past—indicates increased interest in this phase of the School's work. The graduate students are: Mrs. Reeves Hawkins, Clyde; Albert W. Jowdy, New Bern and W. J. Sheffield, Winchester, N. H.

Dr. H. O. Thompson is an addition to the faculty. He, together with Professors Jacobs, Rose, Burlage and Brecht, will have a busy time during the next nine months looking after the students, many of whom are getting their first taste—academically speaking—of Pharmacy.

BOARD OF PHARMACY NEWS

(Continued from Page 423)

combinations, the various forms in which each preparation could be formulated, and because the varying amounts of the active ingredients which might be present, it is impossible for the Administration to take the position that sulfonamide-containing nose drops in general are or are not safe for over-the-counter sale. Each preparation intended for distribution other than on the prescription of a physician, has been considered on an individual basis and each applicant has been required to submit adequate evidence of the safety for his individual drug under the proposed condition of use.

"Some manufacturers have elected to restrict the distribution of their sulfonamide nose drop preparations to sale by or on the prescription of a physician. The evidence of safety submitted with their application was restricted to demonstrating the safety of the product under this condition of use, and the applications were permitted to become effective only on that basis. Where the label of such an article bears the so-called prescription legend in lieu of adequate directions for use, in accordance with the exemption provided, the regulation under section 502(f), it is our view that its sale otherwise than on prescription would constitute a violation of the Federal Food, Drug, and Cosmetic Act.

"Other preparations containing sulfonamides and intended for topical application, including ointments, lotions, etc., have been the subject of new-drug applications, but in each case the condition of use restricted the product to distribution by or on the prescription of a physician."

Based upon this communication, it appears that the sale of sulfa containing preparations which are not specifically labeled with adequate directions for use without a prescription would constitute a violation of the labeling provision of the Act. Therefore, we advise pharmacists not to sell these preparations over-the-counter unless they are properly labeled.

DRUG STORE REGISTRATION

Liggett Drug Co., Inc., Charlotte (reopen); Lafayette Drug Co., Lillington (change ownership); Woodland Pharmacy (col.), Winston-Salem (reopen); Lumberton Drug Co., Lumberton (change ownership); Franklin Drug Store, Greensboro (change ownership); Rollins Drug Store, Asheville (change ownership); Derrick's Pharmacy, Chadbourn (reopen); Broad Street Drug Co., Durham (new); Simmon's Drug Co., Whiteville (change ownership); Kiser Drug Co., Charlotte (new); Community Drug Store, Seaboard (new); James Walker Memorial Hospital Pharmacy, Wilmington (new); Raeford Drug Co., Raeford (change ownership); Hamont Drug Co., No. 2, Fayetteville (new).

How to Make More Money PHOTO FINISHING

Extra Business without Adding a Penny to Cost!

Now there's a new way to get a lot of extra photo-finishing business without turning a finger for it—without any more overhead—without adding a penny to your sales expense. All you have to do to get this extra business and this extra money is to mail the coupon below.

Our plan is simple enough. But it *works*. That's the main thing. We advertise in newspapers in several Southern States. In these ads we feature our photo finishing service and our new "Pocket Photos." We turn over all orders to our druggist friends who are associated with National Photo Service.

This plan has worked so well that our business is growing bigger every day. Right now we need more progressive druggists to represent us and grow with us. We need ONE such druggist in every town and city in all the Southern States. To these druggists—but to *only one in each town* —we turn over all orders for photo finishing that we get.

It costs nothing to join "National Photo Service." There are no dues or assessments. Just tell us that you are interested in the plan. Remember, only one druggist in each town will participate in profits. It is simply a case of first come, first in. If you are interested, simply mail the handy coupon for full information and all money-making facts. No cost or obligation. Mail coupon now.

MASTER PHOTO DEALERS' & FINISHERS' ASSOCIATION
A National Organization
MEMBER
"Remember the Day With Snap-Shots"

"National Photo Service"
APPOMATTOX, VA.

MAIL NOW

NATIONAL PHOTO SERVICE
Appomattox, Virginia

I'm interested in your plan designed to increase my Photo Finishing Business. Without cost or obligation, please rush facts by return mail

NAME .....

Company .....

Address .....

It's a hard pill t'swallow . . .

TRADE MARK

by J. L. Cobb

(Hold this copy of the JOURNAL at arm's length on center with the bridge of your nose, then pull Ph'ill up to your nose very quickly . . . and presto, Ph'ill will try to swallow the pill for you.)

The narrow line between success and failure in the drug business is hinged on one word of the King's English—*exclusive;* in order to achieve that goal you've set for your store you've *got to be different!*

Have something the other fellow doesn't have!

In some outstanding stores it's an exclusive *area* franchise agency plan: Nyal, Rexall, Penslar, A. D. S., or a Walgreen agency. In others it is the exclusive agency in a cosmetic line. It's something the other fellow doesn't have—and can't get.

In all too great a number of areas, from the looks of things, you would think that the "Big Operators," the Super-Duper markets and the chain store operators *owned the exclusive right* to *use* their *brains.*

You'd think *they* had a *monopoly* on Cleanliness, Order, Courtesy, Good Humor, Politeness and that they *owned a copyright* on the words, "Thank You, Do Call Again Soon, etc."

Ph'ill says, "—but as I heard a N. C. druggist say the other day, 'These birds are organized; they have their *Chain Store Operators Association* and therefore have us licked *before* we start,' to which I said, '*Phooey.*' "

"You're 100% right, Ph'ill," I says, "in that they have their Association. *We grant all of this—but* the real difference is *in having* and *in using.* They really use their associations to the very fullest. The N. C. druggists have their association but don't appreciate or use it and its benefits fully. There are hundreds who pay their dues and stop right there! There are hundreds who are not even members."

It's indeed a most bitter pill to try and swallow, fellows!

"By the way," says Ph'ill, "did you ever study bio-chemistry?" "Sure," I says, very disgustedly. "I'm a pharmaceist, you remember—" "Of course!" says Ph'ill gaping at his Pill, "then you'll recall that the very essence of life and vitality are hinged on the two elements, *Carbon* and *Oxygen—CO.* In fact there could be no life on this planet without *CO.*"

"What are you driving at?" I asked. "Purely this. *CO* is absolutely necessary to Life—wherever you find it. The *Amoeba*—the single-cell Life progenitor—the 'Mammy' and 'Pappy' of spira-gire and of all living things couldn't have gotten very far without *CO*—"

"Carbon and Oxygen?"

(Continued on Page 439)

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Soda Booths - Soda Tables - Chairs - Stools - Backbars - Soda Fountain Counters

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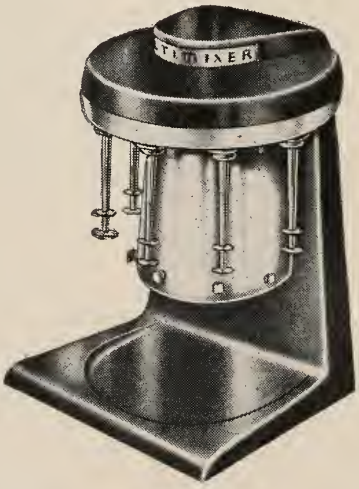
Place Your Order Now For A

MULTIMIXER

WE WILL HAVE THEM SOON



$120.50

Plus Express and Tax

BERRYHILL-WARD SALES CO.

715 LOUISE AVE. CHARLOTTE, N, C.

Pertinent Paragraphs

random selections from letters received by the Secretary of the N.C.P.A.

"I have been writing you for the last several years and you have not sent me a pharmacist yet. I am just about worked to death now . . . am willing to pay a good salary. If you need a ham, just let me know."

Any unattached pharmacist around? I could certainly use that ham.

"Would you please advise if it is all right to sell Sulfathiazole ointment over-the-counter."

The Food and Drug Administration has expressed the opinion that sulfa ointments should not be sold over-the-counter; that such ointments should be confined solely to prescriptions. Certain sulfa nose drops carrying adequate directions for use may be sold over-the-counter.

"I am interested in securing the average percentage of rent, light and water in proportion to profit made by the retail drug stores in this State."

No late figures for the State are available, but an excellent goal would be 2% for rent and 0.5% for light and power. The *Lilly Digest* is helpful as a reference for information of this sort.

From an Eastern North Carolina physician:

"Suppose a veteran came in the office with Gonorrhea. If I furnished the drugs, would I be paid by the Veterans Administration through your office?"

No. The plan now in effect in this State provides that prescriptions and medical supplies for veterans with service incurred illnesses be furnished by member stores of the N.C.P.A. While other pharmacists are not excluded by the Government, they must negotiate their own contracts with VA. Dispensing physicians are not covered by the N.C.P.A.-VA contract.

"Is Insulin exempt from the North Carolina 3% Sales Tax?"

Yes and No. If you have a prescription on file for the Insulin and treat each subsequent sale as a "refill," making the necessary written record, it is exempt; otherwise, the 3% tax must be added.

"Please advise me if we are permitted to use saccharin tablets at our fountain. We want to use the saccharin in coffee and tea."

According to the State Department of Agriculture, saccharin cannot be used in food or beverage products. However, there is nothing to prevent the use of saccharin as a sweetening agent "when the customer is allowed to exercise choice in the matter." The usual custom is to serve saccharin in labeled envelopes, thus permitting the consumer to decide whether or not to use it.

"Would you kindly inform me where I could get some "sorghum" for personal use to replace lack of sugar cane sugar?"

This is a rather unusual request for the JOURNAL to receive, but since it comes from New York, perhaps some of our readers may wish to assist by way of cementing relations with our Yankee friends. The request came from: Mrs. R. W. Milne, Box 82, Staten Island 6, New York, N. Y.

"We have been told the North Carolina Pharmaceutical Association is planning to schedule a school for cosmeticians this Fall in Chapel Hill. I am interested in knowing the possibilities of enrolling in this school, the cost, the period of time it will last and if there will be any accommodations there for students."

A repeat of the 1945 school is contemplated, but no definite plans have been made at this time. Registration, by direction of the Executive Committee, will be limited solely to employees of N.C.P.A. member stores (letter reproduced above came from Florida).

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

NEWS BRIEFS

Hutchinson's Drug Store, Raeford, has been sold to Mitchell Epstein . . . J. D. Matheson is the pharmacist. . . . George Edmonds, brother of Fair Bluff's M. M. Edmonds, is in charge of the Prescription Department, James Walker Memorial Hospital, Wilmington. . . . H. R. Simmons has sold his interest in the Simmons Drug Company, Whiteville, and is now located with the Fairmont Drug Company. . . . A. G. Elliott, Jr., of Fuquay Springs, has returned home after being overseas for a number of months . . . he was stationed in Italy near Trieste. . . . Buddy Wooten has installed a prescription department in his pharmacy located on the Raeford Road outside Fayetteville. . . . W. C. and Q. H. Beck are opening a new drug store in Fletcher (between Asheville and Hendersonville). . . . The new owner of Hart's Drug Store, China Grove, is J. H. Brown, who recently obtained his license in this State through reciprocity. . . . The prescription department of Haymont Drug Company No. 2, Fayetteville, is in charge of A. B. McLeod, formerly sales representative for the Norwich Pharmacal Company. . . . Ralph Teague is back in High Point with Ring-Harris following a tour of duty with Uncle Sam, mostly in Quantico, Virginia. . . . Upon the advice of his physician, John Holshouser of Enbanks', Chapel Hill, is taking a forced vacation. . . . Coke Cecil of High Point is operating an office supply business . . . according to Coke, there is less money in office supplies than prescriptions, but the shorter hours more than make up for the difference . . . then too, Coke now supplies the forms that other folks have to fill out . . . that is, the unofficial forms . . . Washington takes care of the rest. . . .

HONOR AMERICA'S "DOG METHUSELAH"

LADDIE BOY, cross-bred dog approaching his 26th birthday and believed to be the oldest dog in America, seems to enjoy the scene as Harry Miller, executive secretary of the Gaines Dog Research Center, New York, presents certificate of honor to his mistress, Mrs. E. C. Baynard of Rocky Mount, N. C., in recognition of the exceptional care she has given him for over a quarter of a century. Dr. L. H. Hicks, veterinarian who took care of Laddie's illnesses in the 20's, looks on approvingly. Laddie, whose age corresponds to that of a human being of 135 years, was discovered in the course of an extensive search for the oldest dog in the U. S. carried on by the Gaines Dog Research Center as part of the 1946 observance of National Dog Week.

"Methuselah of Dog World" Discovered in N. Carolina

A search for the oldest dog in America by the Gaines Dog Research Center, New York, has ended with the discovery at Rocky Mount, N. C., of one nearing 26 years of age.

The dog, a male offspring of a purebred Pekingese and an unknown father, has been kept all his life in the family of Mrs. E. C. Baynard of that community, widow of a Negro musician who also owned the dog's mother. He was born in March, 1921, and bears the name Laddie Boy in honor of the dog of that name owned by President Warren G. Harding, who was then being inaugurated.

Harry Miller, executive secretary of the Gaines Dog Research Center, who went to Rocky Mount to check on the "Methuselah of the dog world," said this dog was many months older than any of the hundreds of other dogs of advanced age reported to him in the course of his organization's extensive search.

In brief National Dog Week ceremonies held at the Baynard home and at Rocky Mount's City Hall, and which was attended by a group including Mayor J. R. Bennett, Postmaster W. L. Joyner, and Dr. L. H. Hicks, veterinarian, Mr. Miller pinned on Laddie's bed a card commemorating his extraordinary longevity and also presented Mrs. Baynard with a certificate of honor in recognition of the exceptional attention and care she gave the dog for over a quarter of a century. Dr. Hicks, who attended Laddie in his youthful illnesses in the '20's, said there was no doubt the dog would have been dead long ago but for the patient ministrations of Mrs. Baynard.

According to Mr. Miller, Laddie's age is conservatively estimated to be equal to that of a human being of 135 years. Scores of grown men in Mrs. Baynard's neighborhood recall playing with Laddie when they were tots.

Laddie can still amble about. He prefers, however, to spend long hours in the wicker basket which serves as his bed—inside the house in cold weather and in the garage when the weather is pleasantly mild. His eyesight is very poor. He is perfectly well and has required no veterinary attention in over four years. He barks vigorously when he wants his dinner or other attention. His appetite is splendid despite an almost complete absence of teeth. He is devoid of all his hair save for the head, the legs, and a narrow furrow on his back.

Notice of Examinations

The Board of Pharmacy will hold a meeting for the examination of candidates for license to practice pharmacy January 14th and 15th, 1947.

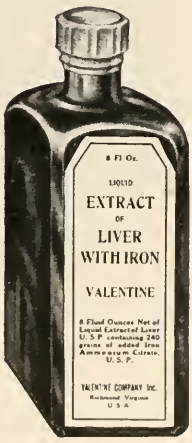
All applications should be filed with the Secretary of the Board thirty days prior to the examination date.

For Sale

Candy case, 24 inches wide x 84 inches long x 40 inches high; all glass with marble base; ice compartment. Cigar case, 94 inches x 24 inches x 40 inches; half glass; one side curved. Priced to sell. Equipment located in Eastern North Carolina.

If interested, send postal card to W. J. Smith, Drawer 151, Chapel Hill, N. C.

LIQUID EXTRACT OF LIVER WITH IRON VALENTINE



8 Ounces net

1 Dozen at list $21.00 Through Wholesaler

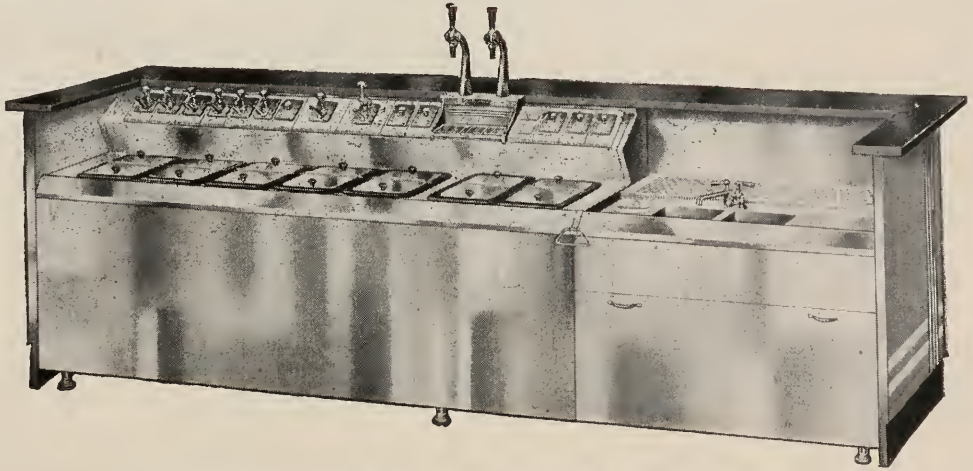
Our recent journal and direct mail advertisements deal with the natural B_2 complex of this product, 5 mg. of riboflavin and 25 mg. niacin per fl. oz.

Valentine Company, Inc.

Richmond, Virginia

NOW! *Your Order For A New STANLEY KNIGHT Soda Fountain Can Be Filled Quickly!*

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.



THE STREAMLINER—MODEL 1250 **Especially designed for drug stores**

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

SANDWICH UNITS—TOASTER SECTIONS **OTHER MODELS ALSO AVAILABLE**

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Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

She stood by your boy in his darkest hour

She was there all through it . . . at Bataan . . . Guadalcanal . . . Anzio Beach-head . . . Normandy Landing . . . Saipan . . . Cassino . . . Bastogne . . . your boy, perhaps . . . or your neighbor's . . . received her merciful care . . . was tenderly nursed by her through the long nights and the even longer days . . . days of despair and heartache and lonesomeness for some . . . which she helped ward off by devoting to them the unselfish attention of her brisk, pleasant person.

Let us not fail her now!

Now she needs your help . . . here is an opportunity for you to return her devoted and unselfish service to our boys by giving to the Nurses' National Memorial in Washington, D. C.

This practical Memorial will be built in honor of the Army, Navy and Air Force nurses, and the medical women who served in World War II.

Through all the years our war nurses have had no place they could call their own for rest or study or recreation. Many of these "Angels of Mercy" have returned with shattered health and taut nerves. This carefully planned Memorial will provide for them a haven in which to relax and recuperate. A comfortable lounge, library, assembly rooms, dining and kitchen facilities and sleeping rooms for at least 300 women will be furnished for their use.

Upwards of 100,000 women are eligible to use the Memorial. They want and need a nurses' center.

Give Now!

With Your Help this project becomes a reality.

Give now. Add your name to the Nurses National Memorial Roll of Honor, to be kept in the Memorial as a permanent record.

FILL OUT THE COUPON NOW.

NURSES NATIONAL MEMORIAL ROLL OF HONOR

(Date)_____

I desire to honor the nurses and medical women who served in World War II with such courage, devotion and sacrifice. My contribution is enclosed. Please send me my honor certificate.

CONTRIBUTOR_____ AMOUNT_____

ADDRESS_____

IN HONOR OF_____ WAR SERVICE_____

ADDRESS_____

Make checks payable to:
Nurses National Memorial, 825 Woodward Bldg., Washington 5, D. C.

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Carolina Camera

Six well-known pharmacists (1) relaxing after a bit of committee work. Left to right, Professor E. A. Brecht, Chapel Hill; J. C. Hood, Kinston; E. F. Rimmer, Sanford; Roy Johnson, Asheville; Dean Tainter, Marion, and P. J. Suttlemyre, Hickory.

T. C. Smith's city salesman, Jim Harrison (2) of Asheville, has little time these days to take it easy. Between order taking, promoting special deals and allocating hard-to-get merchandise, Jim is generally working up interest in the Asheville Drug Club. Being a "ham," he occasionally finds time to do a bit of radio work.

According to the way we heard it, Roger McDuffie (3) of Greensboro dreamed so much of the fish he was going to catch that the boys couldn't disappoint him, hence a proper specimen was secured to lend authenticity to this picture.

M. Brown Phillips (4) of Albemarle gets together with some of his friends to discuss a recent fishing trip to Miami. But his pal from Concord, E. L. Hicks, caught the biggest fish.

Joe Usher (5) proudly exhibits a fish caught off Morehead City. . . . Congressman Carl T. Durham (8) of Chapel Hill, a member of this same fishing party, brought in two nice ones.

Pals of long standing: J. R. Brownie of Norfolk and G. F. Franck (6) of Richmond. Upon the occasion of Brownie's retirement from the Dr. Miles Laboratories, he was awarded a life membership in the T.M.A. of the N.C.P.A.

That "seegar" (7) is the temporary property of H. E. Phillips of Asheville, the well-known Western North Carolina representative of Dr. T. C. Smith Company. Shelton Boyd (with back to camera) of Dunn is looking the situation over.

Tips Not Taxable

According to D. S. Bliss, Deputy Commissioner of the United States Treasury Department, "TIPS" (Liquid Breath Sweetner), is not taxable.

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$9.00 Doz. 100s

A. E. P. Tablets
$20.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA

Christmas and Holiday Merchandise

If you have not already visited our Showroom this season, it will pay you to do so at once.

If you are one of the many buyers who have already placed orders with us this season, now is the time to make a return trip, as we are receiving new merchandise every day.

We shall be looking for you. Let us know when to expect you.

☆ ☆ ☆

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

Howell Hall Happenings

Tommie Holden, *Reporter*

Howell Hall is "buzzing" with activity. Registration this term was quite heavy what with the return of so many veterans. It reminds the "old-timers" of the pre-war days at Carolina.

The Pharmacy School is proud to have three graduate students this year. They are: Doris Hawkins, Clyde; Albert Jowdy, New Bern; and William Sheffield, Winchester, N. H. These three are working for a Master's degree in pharmacy, pharmaceutical chemistry, and pharmacy.

Doris Bizzelle, President of the Student Branch of the N.C.P.A., started the school's social activities rolling by announcing a picnic for the school and members of the faculty to be sponsored by the Student Branch and held out at Dr. Burlage's lake on Wednesday afternoon, October 2nd. The affair turned out to be a huge success with everyone having plenty of fun. It was the first chance the old students had had to get acquainted with the new ones. Baseball, singing around a fire, and a delicious picnic supper were enjoyed by the group.

The Student Body is happy to have Dr. Brecht back as their professor this fall and to have Dr. H. O. Thompson, a graduate of U. N. C., as their pharmacy professor.

The Phi Delta Chi's held their first meeting of the term on Thursday evening, October 3rd with 15 members present. A new president, Lacy Gilbert, Parkton, was elected. The position was left vacant by Henry Thomas, who had to leave for the army.

On Thursday evening, October 3rd, the new officers of Kappa Epsilon were installed in a formal ceremony by Tommie Holden, ex-president. The new officers are as follows: President, Ellen Macon, Mt. Airy; Vice-President, Jean Synder, Hagerstown, Md.; Sec.-Treas., Evelyn Blanchard, Wallace; Pledge-sponsor, Doris Gilliam, Sanford; Member-at-Large and Historian, Mildred Showalter, Raleigh. During the business meeting the sorority made plans for the year's activities. It is their goal to make this year the most successful one yet.

Thusday afternoon, October 3rd, Dave Masengill, President of the Student Body, called meetings of the top three classes to be held for the election of officers. The results stand as follows: Fourth-year Class —Pres., Bill Welborn, Lexington; Vice-Pres., Arthur Kiser, West Asheville; Sec., Ellen Macon, Mt. Airy; Treas., Allen Sinclair, Norwood; Third-year Class—Pres., Dave Claytor, Hillsboro; Vice-Pres., Doris Gilliam, Sanford; Sec.-Treas., Patsy Burgiss, Sparta; Second-year Class—Pres., Tom Collier, Roanoke Rapids; Vice-Pres., W. W. Jordan, Raleigh; Sec.-Treas., Peggy Costner, Lincolnton.

The Phi Delta Chi Fraternity entertained the new students with a "smoker" at Howell Hall Wednesday evening, October 9th. The following alumni members were present and spoke a few words to the group: Dr. J. E. Adams, Dr. E. A. Brecht, Mr. W. J. Smith, William Sheffield, and Aubrey Richardson. Refreshments of cokes and cookies were served to those present.

The Pharmacy Senate held a meeting Tuesday evening, October 8th with Dr. E.

(Continued on Page 439)

Fine Products + Good Promotion = Profits

Backed by 49 years experience in the making of fine pharmaceuticals, Massengill preparations have the quality that makes them profitable. Ethically promoted by full page ads in 38 medical journals, by direct mail advertising, and by concerted detailing activity, Massengill products have the support that makes them profitable. And in addition, the Massengill line is PRICED RIGHT. No wonder physicians everywhere are specifying Massengill! If you are well stocked—you're set. If not, better order today and insure your share of Massengill sales.

These are some of the Massengill advertisements that will appear in leading medical journals during 1946.

SEMCO

THE S. E. MASSENGILL COMPANY

Bristol, Tenn.-Va.

NEW YORK • SAN FRANCISCO • KANSAS CITY

IT'S A HARD PILL

(Continued from Page 427)

"No, *cooperation—working together*—in close harmony & symphony."

"I'll give you another *thought*," said Ph'ill. "Let's think of it this way: *Carbon* stands for the *material* things of life: Carbon, Charcoal, Diamonds, Carborundum—*solid things!*—things you can hold, weigh, see, and feel. While on the other hand *Oxygen* is symbolic of the *spiritual;* it's an invisible *gas-like* element. Put 'em *together* and we have the essence of *life.*"

This guy, this Ph'ill astounds me at times.

Back in the olden days, back in the days of the Petty-Kings and the days when so-called Knighthood was in flower, it was usually the court clown, the joker, the "Fool" who most often changed the course of empires. He had the *exclusive* right to *speak the truth*, and get away with it, without losing his head to the *block* and the *ax*, for he was only the Court's Jester who *clowned* simply for the laugh of it. And the nobles who could not sign their own names except with their "mark" often heeded the fool's sound counsel in affairs of state.

Before this installment becomes too *wordy* I'll now sign off with the symbol—30.

HOWELL HALL HAPPENINGS

(Continued from Page 437)

A. Brecht acting as chairman. The purpose of the meeting was for the election of officers which ran as follows: Pres., Nina Mosely, Warrenton; Sec.-Treas., Jo Finch, Black Mountain; Recorder, Jean Lyerly, Belmont; Reporter, Lena Silvers, Black Mountain. Dr. Brecht, who at this time was elected an alumni member of the Senate, talked to the group about some of his interesting experiences in California this summer. A discussion on ways of improving the Senate this year was held, after which the meeting was adjourned.

The new students were honored by a "smoker" given by the Kappa Psi Fraternity on Wednesday evening, October 9th, in the Candlelight Room of Graham Memorial. Dr. H. M. Burlage and Dr. M. L. Jacobs, alumni members of the fraternity, were present. The group enjoyed refreshments of punch and sandwiches.

Schering Enters Penicillin Field

Schering Corporation of Bloomfield and Union, New Jersey, pioneer manufacturer of pure hormone and other pharmaceutical products, enters the penicillin field with the introduction of special oral tablets of penicillin calcium.

These Schering compressed tablets contain 25,000 units of penicillin calcium, buffered with 0.3 gm. of trisodium citrate. Their potency is protected by individual hermetic sealing in heavy aluminum foil. This safety protection enables the patient to carry his daily dose with him without loss of potency of the tablets.

Tablets calcium penicillin (buffered) Schering are supplied in boxes of 12 tablets. In introducing penicillin tablets, Schering continues its present policy of expansion with products of definitely proven value to the medical profession.

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

It would be startling if your soda fountain suddenly spoke, wouldn't it? And some of the things it could say might be startling, too!

It might say—"Hey, Boss! Do you realize that I bring more people into your store than any other department? Do you know that I produce the highest number of sales, the highest dollar volume, the highest portion of total gross profit and the fastest turnover with the lowest investment in inventory?"

Your soda fountain can be a prolific source of sales and profits . . . particularly if you feature *Sealtest* Ice Cream. Here is America's largest-selling ice cream by far; an ice cream known to millions through the high-rating Sealtest Village Store Radio Program, through advertising in national magazines and local newspapers, through powerful store identification.

Yes, the dealer with a Sealtest Ice Cream Franchise has a long lead over competition. He has a property which becomes more valuable day by day, and year after year.

Southern Dairies

Sealtest

ICE CREAM

THE MEASURE OF QUALITY

Sealtest, Inc., and associated companies are divisions of National Dairy Products Corporation

Tune in the Sealtest Village Store, starring Jack Haley, Thursday Evenings, NBC

The worst sorrows in life are not in its misfortunes, but in its fears

Isn't it true—even with you—that the worst never really happens? And, isn't it true that most of us are afraid of the unseen, and the unknown, and the future?

We have just passed through a disastrous war, but America is still here. We suffered a long depression, but still America survived. We are now going through a period of strikes, misunderstandings and many delusions, but these United States will come through.

We must have hope; we must keep the faith, and we cannot become afraid of the future. August Bodeker who founded this firm one hundred years ago was the personification of faith and courage. Wars, depressions, strikes, political upheavals and catastrophies never brought fear within his life. He "paddled his own canoe" with fortitude and to success. His policy is just as applicable today in the fields of drugs and business as it was a century ago.

THE BODEKER DRUG COMPANY

Serving the Drug Trade for One Hundred Years

RICHMOND, VIRGINIA

Cover

F. Herman Cline, pictured on the cover page, has demonstrated what can be done by a bit of hard work, close adherence to high professional ideals and an ever present will to keep up with the latest in medicinal drugs. His pharmacy—the Walker Drug Company of Charlotte—more familiarly known as "TAW" (T. A. Walker), has the reputation, particularly throughout the Piedmont Section of the State, of stocking one of the most complete assortments of prescription drugs and medical specialties to be found in this section of the country.

Mr. Cline, officially listed as secretary-treasurer of the Walker Drug Company, started in the drug business by jerking sodas in Gibson's of Concord. Before entering the University of North Carolina to study pharmacy, he worked as a drug clerk in Kannapolis with the F. L. Smith Drug Company.

After receiving his license to practice pharmacy, he returned to Kannapolis to resume work at the F. L. Smith Drug Company. Later he traveled as a salesman for the Eberhard-Faber Company. In 1927 he settled in Charlotte and next year will celebrate his twentieth anniversary with "TAW."

When not looking after the affairs of the Pharmacy, Mr. Cline can generally be found on one of Charlotte's golf courses. He also does a bit of hunting from time to time, but he doesn't let any of these activities interfere with his pharmaceutical duties, as indicated by the 50,000 plus (our estimate) prescriptions compounded annually in "TAW."

A member of the N.C.P.A., A.Ph.A., N.A.R.D.; Vice-President, N.C.P.A. District 4; a member of the N. C. Pharmaceutical Council; a director of the Charlotte Merchants Association—all these indicate what an active person we have pictured on our cover. You'll be hearing more of Mr. Cline in the future.

Advertising is not an expense. If it is, it should never be used.

It is one of the tools of salesmanship, and, like every good tool, it should be used to the limit of its capacity.

Teacher of Pharmacy

Evidently "teacher of Pharmacy" from Boston, Mass., is re-circularizing this State with a folder headed "important and final announcement to unregistered drug clerks," as one of our readers recently mailed us a copy with the comment: "Can't you do something about this?"

Legally, "teacher of pharmacy" is safe in distributing his pamphlet. But before sending him the $250.00 fee, it might be well to investigate. In case an applicant passed the Massachusetts Board as a result of this home study course in pharmacy, he still would not be able to reciprocate to North Carolina.

There is no short cut to a professional education in pharmacy. Like everything worthwhile, it has to be earned by industrious work. There are no bargain sales in the educational field; everything is marked at face value and it is up to you to decide whether you are prepared to pay the price.

30,000 Potential Customers

According to Dr. A. J. Weirick, Out-Patient Service, Veterans Administration, Winston-Salem, an estimated 30,000 veterans are expected to eventually qualify for "home treatment medical service" in North Carolina. Presumably most of these veterans will require prescription medication, which will be supplied by VA Pharmacy Dispensaries or authorized pharmacies holding N.C.P.A.-VA Pharmacy Agreements.

The peak of the program, based on experience following WW No. 1, is not expected for twenty years.

All retail pharmacies, irrespective of membership in the North Carolina Pharmaceutical Association, have been supplied with lists of physicians eligible to write VA prescriptions. The list, totaling approximately 1,000 North Carolina physicians, is arranged by counties for easy reference. Since additions are being made every day, a revised list will appear at an early date.

S. G. Nelson of the Aulander Pharmacy, Aulander, has the honor of being the first member of the Association to submit VA

prescriptions to the N.C.P.A. for payment. J. C. Hood of Kinston was second. And before this program is completed, it is expected thousands of prescriptions will have been handled by the Association.

An explanatory VA booklet and two copies of an "Agreement" folder were mailed to N.C.P.A. members in September. In case you missed this information, another set will be sent on request. Just address a postal to W. J. Smith, Drawer 151, Chapel Hill.

Know Your Policy

In our previous two articles about our N.C.P.A. Group Health and Accident insurance, two important facts were brought out; that "total disability" means complete stoppage of work, and that "incontestability" means your claim cannot be prejudiced because of the time of its origin.

This month let us take up another feature of the policy.

Of first importance is the fact that your policy cannot be cancelled should you become uninsurable by reason of sickness or accident.

It is often the case that disease or injury will leave you with an impairment which could cause another period of disability at some future time. When such a condition exists the usual policy permits the company to "get off the risk." This is done either by cancelling the policy as soon as the claim has terminated, or by refusing to accept any further premiums when the next renewal date after the claim is ended rolls around.

This is not the case with your N.C.P.A. policy. As long as you retain your membership in the Association, and pay your premium, your policy cannot be cancelled so long as the contract between the Company and the Association remains in force. We have no record of such a contract ever having been terminated either by a company or an association.

Another thing about the non-cancellable provision is this: Assuming you have had a claim of, for example, 18 months, and then return to work. Some policies would permit you to draw only 6 months more disability during the life of the policy. However, your policy would remain the same as when you bought it. You would still have five years of total disability from accident and two years of total disability from non-confining sickness left in your policy.

(To Be Continued)

Raleigh Woman's Drug Club

Mrs. T. E. Pittman, *Reporter*

The October meeting of the Raleigh Woman's Drug Club was held October 3rd at the Y. W. C. A. with the following as hostesses: Mesdames B. D. Arnold, R. L. Alphin, A. T. Baugh, J. C. Brantley, Jr., H. W. Brege, J. R. Brockwell, John Buffaloe, and G. H. Britt. The President, Mrs. M. B. Melvin, presided at the business meeting when reports were heard by the officers and committee chairmen.

The leader of the "Reds" announced that they would entertain the "Blues" with a bridge party at the Woman's Club, October 9th at 8:30 p.m.

Following the business meeting, bridge and bingo were enjoyed. Delicious refreshments were served by the hostesses.

Mortar and Pestle Club

The Mortar and Pestle Club, composed of women from Durham and Chapel Hill, met October 8th at the home of Mrs. Dewey Mims at Durham.

The president, Mrs. R. P. Rogers, presided at the business meeting. The chief business was the decision to sell greeting cards and packages of gift wrappings, the profit to go into the treasury of the club, to be contributed to the Scholarship Fund at the University School of Pharmacy.

At the conclusion of the business session, a delightful musical program was presented by Mrs. Umstead, vocalist, accompanied by Mrs. Lindsay. Violin numbers were presented by Mrs. Waldo Boone, accompanied at the piano by Mrs. Woody.

A social hour followed, with refreshments being served by the hostesses. The meeting adjourned until the next scheduled meeting time, the second Tuesday of December.

Experience with Demerol in Europe

Reprinted from *Journal of A.M.A.*

To the Editor:—The following observations may be of interest to you with regard to the controversy between Dr. C. K. Himmelsbach, Chicago, Mr. H. J. Anslinger, Washington, D. C., and Paul de Kruif, Ph.D., Holland, Mich. (*The Journal*, September 7.)

In the spring of 1945 I acted as liaison officer between First Army Headquarters and a central "German Sanitary Staff" established temporarily to maintain the function of the large number of captured German medical installations. Repeated inspections of hospitals and numerous trips throughout the occupied area gave me an opportunity to become familiar with administrative and technical experiences and difficulties encountered by the German army.

A tragic accident led me to investigate the use of Demerol by the medical department of the German units then under our control. Allied troops which had opened a medical depot found a large stock of an alcoholic preparation of Dolantin (the German trade name for Demerol), mistook it for a beverage and drank numerous bottles; a large number of casualties resulted.

Consultation with German medical officers and pharmacists revealed that the staff had at this time 40 cases of known Demerol addiction in its files; that, furthermore, a large number of hospitals had abandoned its use for this reason. It is interesting to note that in Germany too it had been assumed for some time that Demerol was less addicting than morphine, a theory which had been revised by the spring of 1945.

Subsequently I was called repeatedly by military government officials to examine cases of Demerol addiction in civilians. I remember one instance which illustrates convincingly the danger of the drug. A physician addicted to morphine submitted twice to treatment. After the second treatment he was advised to try Demerol and developed within three months an addiction to the substitute. During this period he performed an abortion and was committed to a sanatorium for clinical study. After several weeks an attempt to withdraw the drug was made; he developed no symptoms of withdrawal. It was suspected, therefore, that he had managed to obtain considerable quantities of the drug. Careful isolation revealed not only that his wife in weekly visits had issued Demerol to him but that she herself—after having taken the drug once or twice as a sedative, following her husband's confinement—had become a Demerol addict.

Although the case histories on pages 43 and 44 of the September 7 issue of *The Journal* contain convincing evidence against Paul de Kruif's statement, it might be helpful to add these experiences to the warning.

MAX SAMTER, M.D., Chicago.

Success Story

"America is still a place where a man can start from scratch and build a fortune on his own initiative, with the help of loyal employees," said Memphis' former Mayor Walter Chandler at the recent "25-year Club" banquet of Plough, Inc. employees in this medical manufacturing concern's headquarters, Memphis, Tenn.

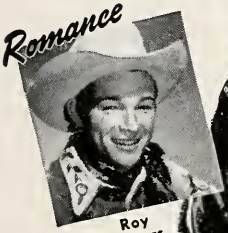
The occasion, attended by 200 employees and distinguished guests, honored 11 employees, including Mr. Abe Plough, founder, who had served the company for 25 years or more. Each was presented with a valuable wrist watch.

Mr. Chandler's address, which was broadcast over Plough-owned WMPS, related the story of Mr. Plough's rise from a one-room, one-horse concern—he made deliveries by horse and buggy—to a firm of international fame. Plough, Inc. distributes 100,000,000 packages of its products annually throughout the United States and 60 foreign countries. Mr. Plough admitted to untiring application to his task, but credited his loyal employees with the teamwork that had accomplished success of such magnitude.

ROY ROGERS "King of the Cowboys"

Now Sells ALKA-SELTZER for You

Romance



Roy Rogers

Music

Dale Evans

The Sons of the Pioneers

Comedy

Gabby Hayes

Pot Buttram

the NEWS of the YEAR in DRUG Advertising

SATURDAY NIGHT Round-up

STARTING OCTOBER 5, 9 P.M. EST—NBC NETWORK

Roy Rogers—and his hard-riding, sweet-singing, wise crackin', hard-selling buckaroos, will be whoopin' it up for Alka-Seltzer in a great new radio program over 136 NBC stations from coast-to-coast! Here's a splendid opportunity to tie your store in with Miles great sales campaign—to push and offer Alka-Seltzer to every one of your customers.

MILES 6 NETWORK RADIO PROGRAMS HOLD THE LEAD IN DRUG ADVERTISING

SATURDAY NIGHT ROUND-UP
QUIZ KIDS QUEEN FOR A DAY
LUM AND ABNER
NEWS OF THE WORLD
NEWSPAPER OF THE AIR

MILES LABORATORIES, INC., *Elkhart, Ind.*

Established over 60 Years

MAKERS OF
ONE-A-DAY (BRAND) VITAMINS
MILES NERVINE

VICKS VAPORUB

Relieves Miseries of

Chest Colds

"JUST RUB IT ON"

VICKS VA-TRO-NOL

Relieves Distress of

Sniffly, Stuffy

Head Colds

VICKS MEDICATED COUGH DROPS

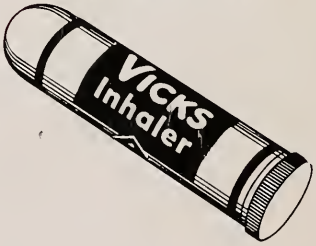
Speedy Relief for

Coughs

DUE TO COLDS

VICKS INHALER

Makes Cold-Stuffed Nose Feel Clearer in Seconds



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W. H. KING DRUG COMPANY

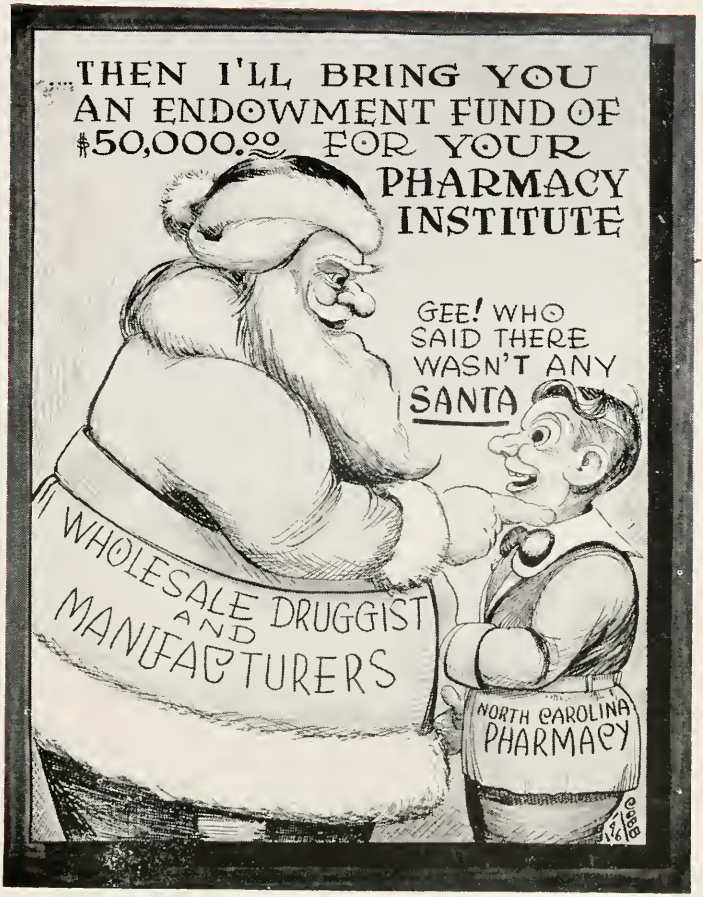
Wholesale Druggists Raleigh, North Carolina

"The House of Friendly and Dependable Service"

The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

BAGGETTE, C. E.



Nov., 1946

me XXVII Number 11

The 1947 Annual Convention
of the
North Carolina Pharmaceutical Association
The Woman's Auxiliary, N. C. P. A.
The Traveling Men's Auxiliary, N. C. P. A.
will be held at
Charlotte, April 28-29-30

Nonmetallic magnet

Rub a vulcanite comb with flannel and bits of paper are attracted to it as iron filings to a magnet. As physicists express it: "In general, when there is friction between bodies of different material, they thus acquire opposite charges." This is a changeless physical law proved by endless experiments.

A successful pharmacy is, similarly, the result of the consistent application of changeless laws. Good merchandise, service, tact, cheerfulness, and fair prices are all customer magnets. Sound business practices, intelligent buying, accounting, and analysis of operating data guide the pharmacist along the highways to profit. All of these factors are embodied in the Lilly Policy, which for over fifty-one years has pointed the way to successful drug-store operation. Specify Lilly Pharmaceuticals and Biologicals through your friendly service wholesaler.

Lilly

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.

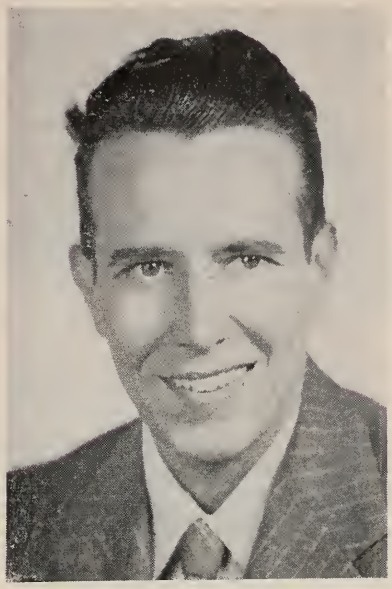
ADRENALIN IN OIL
ADRENALIN SOLUTION
ADREPHINE
ADROCAINE
AMYL NITRITE
ASCORBIC ACID
BISMUTH SALICYLATE IN OIL
CALCIUM CHLORIDE
CALCIUM GLUCONATE
CAMPHOR IN OIL
CHAULMOOGRA OIL
DEXTROSE, U.S.P.
DICHLOR-MAPHARSEN
DIGIFORTIS
DIGITALONE
DISTILLED WATER
EPHEDRINE SULFATE
ERGONE
ERGOT ASEPTIC
ETALATE
HEXAVIBEX
HISTAMINE PHOSPHATE
IRON ARSENITE
IRON CACODYLATE
IRON CITRATE, GREEN
LIPO-BISMOL
LIPO-LUTIN
LIVER EXTRACT
MAPHARSEN
MORPHINE AND ATROPINE
PITRESSIN
MAGNESIUM SULFATE
MERCURY SUCCINIMIDE
PITOCIN
PITUITRIN

if it's an ampoule..

be it
ADRENALIN
MAPHARSEN
PITUITRIN..

•• or any one of more than a hundred other preparations, sealed in glass with unquestioned sterility and in accurate dosage, you are assured the finest ingredients in their most stable and therapeutically efficacious forms. The extensive PARKE-DAVIS ampoule line affords physician and pharmacist a wide selection of important medicinal preparations. It is "as good pharmacy to stock and dispense them as it is good medicine to prescribe them."

PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN



Bob Brownie

Robert H. (Bob) Brownie, left, son of John R. Brownie of Norfolk, Virginia, has taken over his father's territory in North Carolina for the Miles Laboratories, Inc. Bob is making his headquarters at Charlotte.

Following 21 years as representative for Miles Labs., Mr. Brownie retired about a year ago. Since that time he has been doing a bit of fishing, visiting friends, and last April during the Annual Convention of the North Carolina Pharmaceutical Association, he was awarded a Life Membership in the Traveling Men's Auxiliary of the NCPA.

With his father's capacity for making friends (and selling Miles products), we predict an equally successful career for young Bob.

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$9.00 Doz. 100s

A. E. P. Tablets
$20.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

REACO PRODUCTS

P. O. Box 1922

DURHAM, NORTH CAROLINA

More Profit on Colgate Merchandise

E. H. Hemmle, Southern District Sales Manager for Colgate-Palmolive-Peet Company, announces an increase of one cent on the minimum resale price of large size Cashmere Bouquet Lotion and Colgate Liquid Hand Cream. While the wholesale price of these two items remains at $1.60 a dozen, the FT minimum has been advanced from 18c to 19c. For the present, Colgate Liquid Hand Cream is being sold only in a test area in and around Charlotte.

Ships to China

According to J. C. Powell of Winston-Salem, proprietor of Drug Specialties, Inc., his firm is assuming an international aspect these days. Two shipments of Ascorbic Acid ampoules have been sent to Shanghai, China, within recent weeks.

Drug Specialties will have an exhibit at the Seaboard Medical Society meeting in Kinston, December 3-4-5; the Tri-State Society in February and the N.C. Medical Society in April.

Announcements

The approaching marriage of Miss Eleanor Elizabeth McNiell, daughter of Mr. and Mrs. Hector McNiell of Fairmont, to J. Frank Pickard of Greensboro, has been announced by Miss McNiell's parents. Mr. Pickard, following his release from the Navy, has been practicing pharmacy in Greensboro.

Mr. and Mrs. B. W. Powell, Sr., of Whiteville, have announced the engagement of their daughter, Miss Margaret Powell, to Pharmacist John A. McNeill of Whiteville. The wedding will take place on November 28 in the Whiteville Baptist Church.

V.A. Briefs

Veterans Administration is studying the needs of women Veterans and women employes in VA hospitals and homes with a view toward providing better service for them.

More than 300,000 veterans were reported to have entered education or job-training in September, a 26 percent increase over August, Veterans Administration announced.

Peanut Butter Sandwiches : Salted Peanuts

By

THE HOUSE of LANCE
Charlotte N. C.

N. C. Branch Offices at

Greensboro - Fayetteville - Greenville

We Are Distributors of

DAVOL RUBBER CO's

Merchandise including

Flat Goods	Infant Syringes
Nipples	Ear & Ulcer Syringes
Vaginal Syringes	and Other Items

For several years this merchandise has been quite scarce, but we are now getting more stock in.

We can also supply Anti Colic Nipples No. 151 and would welcome your orders for any of these items.

See our salesman

or order from

Owens & Minor Drug Company

Incorporated

1000 E. Cary Street Richmond, Va.

"Who have been good drug wholesalers since 1882"

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII NOVEMBER, 1946 No. 11

Sterling Drug Fair Trades Products of 4 Divisions

An announcement of special significance has just been released by Edward S. Rogers, Chairman of the Board of Sterling Drug, Inc.: Fair Trade contracts are now being prepared for the following companies—

The Centaur Division

The Chas. H. Phillips Division

The R. L. Watkins Division

The American Ferment Company

Contracts of these manufacturers will be mailed as soon as possible to all druggists in all states having Fair Trade laws.

For The Centaur Company, which now has Castoria and Z B T on Fair Trade, it means the addition of Ironized Yeast.

For the Phillips Company, it means all products including Phillips' Milk of Magnesia and tablets, Phillips' Tooth Paste and Haley's M-O.

The R. L. Watkins Division contracts will cover all of its items including Dr. Lyons Tooth Powder and Emulsified Cocoanut Oil Shampoo.

The American Ferment Company contracts will include its Caroid and Bile Salt Tablets and all allied products of the American Ferment Company.

Sterling Drug's action at this time in going completely Fair Trade is worthy of more than passing interest, especially since it will undoubtedly set the pattern for the future. This firm—the manufacturer of some of the country's most extensively advertised drug and cosmetic products—has sold itself on the economic soundness of minimum price maintenance. Certainly Sterling Drug has an accurate basis for such a conclusion since a number of its products have been on Fair Trade for years.

It is no secret that many druggists are extremely reluctant to cooperate with those manufacturers whose products are advertised by some retailers at a fraction of the wholesale cost. Generally the merchandise is available, but hidden away in some dark recess—completely out of stock so far as impulse buying is concerned. While the manufacturer may conclude the pre-sold consumer will triumph, don't discount the attitude of the salesman for he is a most important element in the distribution chain.

A manufacturer can spend thousands of dollars on perfecting a product, hire a host of packaging and advertising experts, but if he does not have the support of the independent retailer at the "point of sale," his money and his effort are largely wasted. Many of our friends are aware of this; others, we hope, will see the light before it is too late.

Boone Heads District 7

Following a business meeting of District 7 (Wake, Orange, Person and Durham Counties) in Chapel Hill on November 13, D. L. Boone of Durham was elected president for the coming year. Serving with him will be Hunter Kelly, Durham, vice-president, and E. A. Brecht, Chapel Hill, secretary-treasurer.

Members of the District assembled at Brady's on the Durham Road in the late afternoon for barbecue. Later, at 7 P.M., separate business sessions were held in Howell Hall of Pharmacy for the pharmacists and their wives.

Appearing on the program for the men were President Daniel, T. J. Ham, Jr., H. C. McAllister and W. J. Smith. Future plans of the Association, the Institute of Pharmacy and the Board of Pharmacy were presented by the speakers.

Mrs. W. R. Adams, Angier, president of the Woman's Auxiliary, presided during the meeting arranged for the visiting ladies. Mrs. D. D. Hocutt of Henderson, State Membership Chairman, urged cooperation in the Auxiliary's drive to obtain 1,000 members in 1947.

Entertainment under the direction of A. Coke Cecil of High Point was staged for the visiting delegates plus approximately 100 members of the Student Branch of the N.C.P.A. Expertly interspersing acts of magic with a repertoire of songs, dances and piano numbers, Mr. Cecil and his talented friends from High Point and Thomasville put on a real professional show for the audience.

May Talks to Rotarians

The November 4th meeting of the Wake Forest Rotary Club was featured by a talk on Pharmacy by T. H. May, who has just become associated with the State Board of Pharmacy as an inspector.

In discussing his subject, Mr. May said: "When you get a prescription filled at your drug store and are charged a dollar, you may feel the price high. The bottle is not big, but consider what the contents represent. The prescription may contain four ingredients, each of which may have been compounded from half a dozen remedial agents.

"It is likely that more than a score of geographical regions are represented in the prescription. Gathering, extracting, refining, compounding or combining these ingredients of a one dollar prescription involves the labor of hundreds of individuals from the untutored native in some equatorial jungle to the trained scientist in the laboratory."

Mr. May completed his talk by discussing the North Carolina Institute of Pharmacy and the VA Pharmacy Service Plan.

The Raleigh Woman's Drug Club

MRS. T. E. PITTMAN, *Reporter*

The Raleigh Woman's Drug Club met on November 7th at 7:30 at the Y.W.C.A. with Mrs. Homer Starling presiding in the absence of Mrs. Melvin, president.

Plans for the club's Christmas dinner-dance were discussed. This will be held on the evening of December 6th at the Woman's Club. This is an annual affair and husbands and friends are invited, so everyone is looking forward to the event.

After the business meeting, there was a social hour. Bridge and bingo were played and prizes awarded.

The rooms were decorated with fall flowers and delicious refreshments were served by the following hostesses: Mesdames R. I. Cromley, W. A. Burwell, W. H. DeLoache, O. G. Duke, Jr., Thelma Emory, K. V. Franklin, and Phifer Fullenwider.

Burlage Appointed to Survey Committee

Professor H. M. Burlage of Chapel Hill has been appointed a consultant in Pharmacy by Dr. Edward C. Elliott, Director of The Pharmaceutical Survey.

Another member of the committee is Professor Ralph Clark of the University of Kansas School of Pharmacy. While professor of pharmacy at the UNC School of Pharmacy in 1937, he edited the CAROLINA JOURNAL OF PHARMACY.

Charlotte '47 Convention City

April 28-29-30

The 1947 Annual Meeting of the North Carolina Pharmaceutical Association will be held in Charlotte, April 28, 29 and 30. This decision was announced following a meeting of the NCPA Executive Committee in Winston-Salem on October 30, and subsequently confirmed by Secretary Smith after he had made a trip to Charlotte.

Convention Headquarters will be at The Hotel Charlotte. F. Herman Cline, Secretary-Treasurer of Walker Drug Company, will act as Local Secretary. Additional convention details will be announced as soon as completed.

In selecting Charlotte for 1947 the Committee took into consideration various requests for a meeting in a coastal town this next year, however, the final decision was made on the basis of available hotel rooms and other necessary facilities for a minimum of 1,000 guests. Until the housing situation improves somewhat, the Committee felt it best to continue to hold the convention in established locations.

President Daniel announced that nine district organizations had been set up and that the final one—the seventh—would be organized on November 13 following a meeting in Chapel Hill. "Attendance," he said, "had been up to expectations with much enthusiasm being exhibited by members attending the various meetings."

The Committee heard a report of the recent formation of the High Point-Thomasville Drug Club and voiced its approval of such organizations. In particular, the Committee commended J. V. Farrington and C. A. Ring, Jr., for their effort in getting the State's youngest drug club underway.

Secretary Smith reported that sufficient advertising had been sold to cover the cost of publishing the 1946 edition of the Year Book. Since copy for the publication was turned over to the printers on October 1, distribution of the Year Book, it is hoped, may be made in December.

The Committee voiced its approval of the Secretary's suggestion that a "Speaker's Bureau" be set up by the Association to supply speakers to civic clubs. The Secretary was authorized to select a minimum of twelve speakers, each of whom will be expected to accept at least two engagements a year. The Association will pay travel expenses of each speaker; the host will be responsible for over-nite accommodations, when necessary, and meals.

Effective November 1st the monthly salary of Mrs. W. J. Smith, who is serving as full time secretarial assistant to Mr. Smith, will be $125.00. Several members of the Committee felt that the salary of $75.00 a month paid in the past was inadequate and that is should be increased to $125.00, which figure was adopted.

A financial report of the Association, The Carolina Journal of Pharmacy, and the Institute of Pharmacy was presented by Secretary Smith and reviewed by the Committee. Ample funds are on hand to complete the year's work, Mr. Smith reported.

The Committee voted to discontinue the services of the Agency that has been assisting the Public Relations Committee and authorized the Secretary to take whatever necessary steps were required to continue this program. An annual appropriation of $3,000 from the Association's Treasury can be safely allotted for publicity, Mr. Smith stated.

A total of 73 new members have been added to the membership roll since the first of the year, the Committee learned. "Our membership list," Mr. Smith said, "is at an all time high, well over 1,000 members being enrolled at the present time."

Committee members present for the meeting, which was held in the Robert E. Lee Hotel, were President Daniel, T. G. Crutchfield, W. A. Gilliam and Secretary Smith.

THIS BUILDING
DEDICATED TO
THE NORTH CAROLINA
PHARMACEUTICAL
ASSOCIATION
W. H. Adair
W. R. Adams
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S. B. Burrus
R. B. Campbell
J. L. Cobb
E. C. Daniel
D. R. Davis
H. M. Deal
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S. H. Price
I. T. Reamer
C. A. Ring, Jr.
W. M. Salley
V. V. Secrest
P. J. Suttlemyre
P. H. Thompson
E. R. Toms
W. R. Viall
W. A. Ward
S. E. Welfare
W. L. West
C. R. Whitehead
J. C. Wolfe

Mortar and Pestle Plaque Designed

On the opposite page is reproduced a sketch of the mortar and pestle bronze plaque to be imbedded in the wall facing the main entrance of the North Carolina Institute of Pharmacy. Forty-seven inches in width, 35 inches in height, the plaque will be of sufficent size to take care of a minimum of 100 names, 50 of which have already been assigned.

In order to qualify for space on the plaque, an individual must be (1) either a member of the N.C.P.A., the T.M.A. or The Woman's Auxiliary and (2) contribute a minimum of $100 to The Pharmacy Foundation. Pledges for 1947 and divided payments—one-half or one-fourth—will be accepted.

Individual memorial plaques— size 16" x 12"—to be made part of The Beard Auditorium are $500.00. Rooms in The Institute, five of which are available, may be named by any person who contributes as much as $5,000. A limited number of $1,000 plaques to be placed in conspicuous places throughout the Institute are available (a sample of this plaque appeared in the October issue of THE CAROLINA JOURNAL OF PHARMACY.

All contributions received from wholesalers and manufacturers will be invested in Government bonds as an "Endowment Fund" to assure perpetuation of The Institute. A separate plaque will recognize the support of this group.

Contributions to The Pharmacy Foundation are deductible in computing income tax. In case you desire to participate use the handy contribution slip below.

- -

W. J. Smith, Treasurer
N. C. Institute of Pharmacy
Drawer 151
Chapel Hill, North Carolina

Dear Mr. Smith:

My check for $100.00, made payable to The N. C. Institute of Pharmacy, is enclosed. This, I understand, assures my name appearing on the "Mortar & Pestle" plaque.

____________________ NAME   ____________________ ADDRESS

I am a member of the ( ) N.C.P.A., ( ) T.M.A., ( ) WOMAN'S AUXILIARY. SEND DETAILS: ( ) $500 MEMORIAL PLAQUE, ( ) $1,000 PLAQUE, ( ) $5,000 Room—privilege of naming same.

Endowment Fund Started

The W. H. King Drug Company, Raleigh, has contributed $1,000 to the Institute of Pharmacy Endowment Fund. Since this phase of the fund raising drive is on a five year basis, Mr. B. F. Page, President, and Mr. Homer Starling, Secretary, have indicated a willingness to continue supporting The Institute, although the firm's contributions will of necessity depend upon economic conditions prevailing from year to year.

The Peabody Drug Company, Durham, another of the State's wholesale drug firms, has contributed $500.00 to The Institute's Endowment Fund under the same conditions as specified by The W. H. King Drug Company.

As additional contributions are received from the balance of the wholesale houses doing business in North Carolina, acknowledgment will be made in THE CAROLINA JOURNAL OF PHARMACY.

The Building Committee of the North Carolina Institute of Pharmacy has set a goal of $50,000 to be obtained from the wholesalers and manufacturers of this State on or before August 15, 1951.

A Shorter Drug Store Week

By R. C. SCHLOTTERER, *Secretary*
Federal Wholesale Druggists' Association

Three experiences this week have emphasized the fact that druggists are giving a lot of time and attention to the question of a shorter drug store week. Last Sunday in attempting to enter a pharmacy in my locality, I found it, as well as all its competitors, closed—evidently they had voluntarily decided as a group to take the bull by the horns. Again, a letter from one of my good friends in St. Louis remarks: "*The No. 1 gripe of pharmacy employees today is late work at night and Sunday work. . . .*" And, finally, in lunching with a drug trade editor, the question of what can be done with lengthy drug store hours again came up for discussion.

The suggestion has been made that a law should be enacted to eliminate the 15-hours-a-day compounding practice that many druggists in one-man stores continue to cling to, and that a limitation of a 60-hour week should be legally applied to work of this character. The approach was not from the usual angle of labor's demands for maximum hours of work—but purely from the standpoint of considerations of health and safety. It was pointed out that as there is a Federal law prohibiting interstate truck drivers from operating more than 10 hours a day, or 60 hours a week, legislation affecting the druggist's working hours should also be pointed toward the public hazards involved in view of fatigue.

More than a year ago a sample of public opinion was taken by the FWDA to determine the trend of members' thinking on the question of a shorter drug store week. Among representative answers received were the following: "Open late, and close early." "Study the hourly business trend and close during the lowest sales hours." "More intense use of clerk's time when on duty. . . ."

When a retailers' group voluntarily attemps to set up a maximum hours schedule, there is no question that *competition is a stronger factor than anything else in undermining any proposed plan.* Opposition particularly comes from the one-man store, the new arrival in town, or the more aggressive operator. Thus, the problem is only part and parcel of such considerations as the number of pharmacists, stores per unit of population, the general type of store—whether one-man or a larger merchandising outlet. But basically, *the human element itself is the most conclusive factor.*

Now the question arises: Will a law solve this problem—for by working 60 hours with one clerk it is easy to stagger another in on a hourly basis. The small man would still be hit, with little effect on the larger operator. Must not the problem be handled on a local voluntary cooperative basis?

The fact that so many druggists are attempting to do something about it shows conclusively that they realize the shortcomings of their present operation, and is a healthy sign pointing to an eventual solution, on a rational basis, of their "*No. 1 gripe.*"

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

McCourt Label Cabinet Co.
58 BENNETT STREET
BRADFORD, PENNA.

Ralph M. Crosson, Representative
P. O. Box 475, Columbia, S. C.

Competition: Some Pertinent Comments

By R. C. SCHLOTTERER, *Secretary Federal Wholesale Druggists' Association*

If "long hours" is Gripe No. 1 where the drug retailer is concerned, then his peeve over manufacturers' recognition of new outlets outside the drug field is Gripe No. 2.

What has taken place with the growing prowess of the mail order, the department, the variety and chain store organizations in the past quarter century, is true today in the retailer's inner conflicts over supermarkets. While this new interloper in the retailing field should be the basis for a determined drive for an assured retail survival, it has degraded into a peeve with the manufacturer. Facing the problem realistically, who is fundamentally to blame but the consumer, by shopping at those places which give the greatest satisfaction? As the volume of traffic rose, recognition automatically followed.

This same trend is also noticeable in cosmetics; here while the manufacturer realizes the need for drug outlets in his distribution, he is not desirous of stocking those pharmacies which do not qualify under the particular standards which he has set up. In other words, some drug outlets are essential but not all. They have a place, but from his viewpoint—they should not have a monopoly. Whether true or false, the gauntlet is being thrown, and a gripe or peeve is given birth.

It would seem that we are facing a growing belief where some manufacturers are concerned, that drug outlets should be chosen on the basis of their merchandising prowess, which basically is predicated on the volume of traffic they attract. As the manufacturer desires his merchandise at every turn the customer makes where impulse selling is emphasized, the battle for display space, whether in windows or on counters, is being accelerated. Are we seeing a trend toward choosing the cream of the crop for special consideration, while the others are left to get along the best they know how? Pointing direct selling or other merchandising aids to the best accounts, even though the product is distributed through the wholesaler, would seem in time to result in the leading outlets being lost to the wholesaler and coming under the guiding wing of the manufacturer.

The gripe, therefore, not only faces every retailer but directly concerns the future of every wholesaler. *Instead of damning the approach, let us accept this challenge.* As stated by one drug trade editor:

"It is high time we straddled the beam, cleaned up a lot of dirty drug stores, started something more important than quarter-dozen merchandising, got into the drug business in earnest, quit expecting legislation to keep us in business, realized that selling goods is a process in which the consumer is the key, dismissed the assumption that everybody is out of step but us—*quit kidding ourselves about our competition.*"

The business is there, but every retailer and wholesaler must fight to keep it. While this is Gripe No. 2 on the average retailer's list, it vitally concerns every wholesaler as well.

The ONLY Nationally Advertised LINE of Cold-Misery Relievers Fair-Traded at Full Advertised Prices

No cold's-misery *relievers* on the market can do a finer selling job for the retail druggist than PENETRO Products—including a complete line of preparations, one for each type of cold's discomfort, each a *pharmaceutical masterpiece.*

Outstanding examples are: PENETRO Quick Acting Rub with Home Approved Mutton Suet; PENETRO Nose Drops (regular or mild); PENETRO Cough Syrup, with its phlegm-thinning expectorant, ammonium chloride; it's pleasant, wild cherry flavor. All, Fair-Traded at full advertised prices, too.

New, hard hitting, National Advertising—with a consumer appeal as new and fresh as a daisy—radio, newspaper, magazines—is now preselling cold's victims everywhere on PENETRO Products relief. Complete those sales already started, by reminding your customers of their needs in your store! Display PENETRO Products!

PLOUGH SALES CORPORATION

Subsidiary of *Plough, Inc.* MEMPHIS, TENN.

T-46-18

OUR FULL ADVERTISED PRICES ARE MINIMUM RETAIL PRICES IN ALL FAIR TRADE STATES

Council Honored on 60th Birthday

Congratulations poured in recently on Commodore T. Council, manufacturer, banker, churchman and civic leader, on the occasion of his 60th birthday. A small circle of intimate friends honored him with a luncheon in the Washington Duke Hotel.

Council's attainment of threescore years reminded Durham that the B. C. Remedy Company, founded on a headache remedy formula which he originated, has passed its 35th birthday. During those years, it has grown from a local operation, started in the back room of the old Five Points Drug Company, to national scope. The product is sold in every state in the union and in some foreign countries. It leads in the powdered headache remedy field, sales probably totaling more than all others combined.

Council and Germain Bernard, who gave him his start in the drug business when Council was fresh from the University of North Carolina School of Pharmacy, are the sole owners of the company.

Proud of his two children and his two grandchildren, Council stated today that all he wants is to live long enough to repay the many kindnesses of his friends extended to him during the years.

Looking ahead on the basis of his long residence in Durham and his years of business and civic activity here, Council said that he feels the outlook for Durham is brighter now than it has been for the past 50 years.

He has, he asserted, more faith in the community than he has ever had "because," he said, "I think the people realize, finally, what we have here and want to do something about it. We have culture, religion, education and industry; but, more important than all, we have good folk. We have a civic-minded group of people. Twenty or 25 years ago there were no civic clubs. Now there is a more active interest in civic life than there ever has been and that is what counts. If I didn't have faith in Durham's people, all of the other things would be worth nothing."

C. T. Council was born in Chatham County but his family moved to Durham when he was four. His parents, Mr. and Mrs. J. L. Council, are still living, well known residents of Durham. Mr. Council is 84, Mrs. Council, 79.

Entering energetically into the civic life of Durham, C. T. Council has served with distinction as a member of the City Board of Education, as president of the Chamber of Commerce, president of the Kiwanis Club, president of the Community Fund, vice-president of the Home Building and Loan Association for 15 years, as a member of the Board of Trustees of the University of North Carolina, as chairman, twice, of the board of deacons of the Watts Street Baptist Church, and as chairman of its finance committee and in numerous other civic positions and offices.

He won the Durham Chamber of Commerce Civic Honor Award in 1937. He is president of the B. C. Remedy Company and for the past seven years has been president of the Depositors National Bank.

C. T. Council

One Hundred Years Ago . . .

When this wholesale drug firm was founded in Richmond, the States of North Carolina and Virginia were virtually in their economic and industrial infancies.

North Carolina did not then have its enormous tobacco industries, its great centers of medicine and learning, its large textile mills, its fine road system. Though the landscape was more primitive there was in the hopes and dreams of its people the expansive future that today it enjoys. But it was during those early "horse-and-buggy" days that the "drummers" from Bodekers "beat" the highways and by-ways for business. They got business and they made friends, because they had something else to sell besides drugs—they sold **Service** in eras when the word may have been meaningless. But to Bodeker **Service** was the sign that pointed not only to success, but to the satisfaction of every customer. Thus, the accounts grew through Bodeker Service and it is the pledge of our organization that this Service shall continue to our Carolina patrons during the next one hundred years.

THE BODEKER DRUG COMPANY

Serving the N. C. Drug Trade for One Hundred Years

RICHMOND, VIRGINIA

Learn the Facts About Your Business—Free

"I only wish I had taken advantage of the free Lilly Analysis Service eight years ago, when I first started in business," thus quoted a druggist in a large metropolitan center. He had never been able to take more than a pittance out of his store for himself, even though he worked there from morning until night, seven days a week, and the volume of sales was over $100 a day. The analysis he received showed just what was wrong and explained the moves he would have to make to put his store on a really profitable basis. He followed the program outlined and the very next year his income was almost doubled. Moreover, the freedom from the financial worries that had bewildered him year after year revived his enthusiam to such an extent that he inaugurated plans the following year which made his sales jump more than 25 percent above his previous record. His income by the end of the second year increased 300 percent. In reporting this happy turn of events, this druggist further states, "Now, of all times, no druggist should deny himself the certain help and sure guidance of a Lilly confidential store analysis." Precisely, an analysis of income and expense figures considers every phase of drug store operations and contains definite recommendations and suggestions when improvement appears possible and probable.

In the individual Lilly Analysis, which consists of a comprehensive typewritten report, an outline of methods that have been used with greatest success in correcting the financial ills of the retail druggist is specially presented to each druggist. It explains how to reduce top-heavy merchandise stock inventory with the smallest possible loss, outlines an individual buying control method to insure adequate gross margins, offers a thorough explanation of how to cut salary costs without reducing pay rates, presents proven procedures that have been used successfully in persuading landlords to reduce rents where such rents are unprofitably high, reviews detailed cost-cutting procedures that can be used to bring down miscellaneous store expenses and describes up-to-the-minute, modern ways of building prescription revenues and other professional services of a retail drug store. No retail drug-store operator, whether the store be large or small, and who takes an annual inventory, can fail to derive profit and satisfaction from a study of the analysis of his individual store operations. Although drug-store operators should be commended for the skill with which they are meeting the problems of today, a word of caution is in order also. Now, while business is good and profits are high, is the time to get on a sound financial basis. One who is out of debt and has a substantial bank balance will meet possible future declines in sales volume and profit with confidence in his ability to deal successfully with any situation that may develop. Address a card or letter to Eli Lilly and Company, Indianapolis 6, Indianna, for proper forms to be used in submitting income and expense figures for free, confidential analysis.

Satisfied Customer?

Sign posted on a fountain backbar: "If you eat here once, you will never eat any place else."

Cobb's Comments

What most of us need—and that very badly—is a keener sense of humor . . . and our first big belly laugh should be at ourselves. In all honesty, of course! It's when you can laugh at yourself that you've started on the ladder UP.

Laughter, when it flows deep from within the heart and mind, is a very fine specific for cleansing our brain of its spiders and soot-covered cobwebs.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

Christmas
is
Coming

We suggest that you review your purchase and stock of Holiday and Gift merchandise now, and make another visit to our showroom to select items to replace your depleted stock.

We make this suggestion so that you will be prepared for your late Christmas shoppers.

☆ ☆ ☆

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

Tar Heel News Notes

F. Max Grist, a graduate of the Univ. of Georgia School of Pharmacy, has established a drug store in Hayesville . . . Shirley Hurwitz is now working in Southern Pines with the Sandhill Drug Company . . . she plans to take the practical part of the Board of Pharmacy examinations in January.

Lt. Zeb Walton Curtis, Jr., eldest son of Mr. and Mrs. Zeb Curtis, Waynesville, was killed in an explosion November 5th . . . John E. F. Hicks, formerly of Goldsboro, is now residing at Riverside, California . . . he writes the California Board issued him a six months' temporary permit . . . eventually he expects to return to this State.

Mr. and Mrs. O. R. Black have just returned to Bessemer City following a trip to Mexico . . . Mr. Black writes: "Drove 7,000 miles and saw many odd things in Mexico. While in that country, I visited a number of drug stores, which for the most part do not compare with ours."

According to Jim Cobb of Waynesville their new Bastian-Blessing soda fountain "does everything except say 'thank you' to the customer." "Hay Stacks in Haywood" and "Isolation in Night Blue" are the titles of two paintings by Jim Cobb which have been submitted to the December Artists Show (Raleigh), which is sponsored by the N. C. Artists Society.

A late addition to Parke, Davis & Company's growing list of medical service representatives is P. L. Trotter of Chapel Hill . . . Trotter will make headquarters in Wilmington . . . Tom Holland of Mount Holly, another of our recent pharmacy graduates, is traveling out of Fayetteville for Eli Lilly.

W. L. Cameron of Elizabethtown is back in this State after several years of service with Uncle Sam . . . to those of you in need of a pharmacist, here's a prospect . . . Cameron can be reached by writing him: Box 251, Elizabethtown . . . John B. O'Hara of Laurin Manor, Laurinburg, is also available . . . he received his license thru reciprocity from Mass.

V. J. King, formerly associated with Walgreen's of High Point, is now working in Rock Hill, S. C. . . . J. F. West has been added to Nissen Drug Company's (Winston-Salem) staff of pharmacists . . . Robert Tripp Ross, a drug store manager in Jackson Heights, N. Y., has been elected to represent the Fifth District of New York in the House of Representatives . . . Ross was born in Washington, N. C., and at one time worked in the Worthy and Etheridge Drug Store.

J. C. Powell, of Winston-Salem, owner of Drug Specialties, Inc., has been designated as this State's AMVET representative on the Veterans Advisory Committee of the War Assets Administration . . . C. E. Page, Jr. has been elected president of the Henderson Junior Chamber of Commerce.

Following a successful fishing trip off the coast of Morehead City, E. H. Hemmle, Southern District Sales Manager for Colgate-Palmolive-Peet Company, called Mrs. Hemmle in Atlanta and asked her to be on the lookout for several boxes of iced fish . . . since H. J. Singleton was in the party, we rather suppose part of the big catch was taken back to Raleigh.

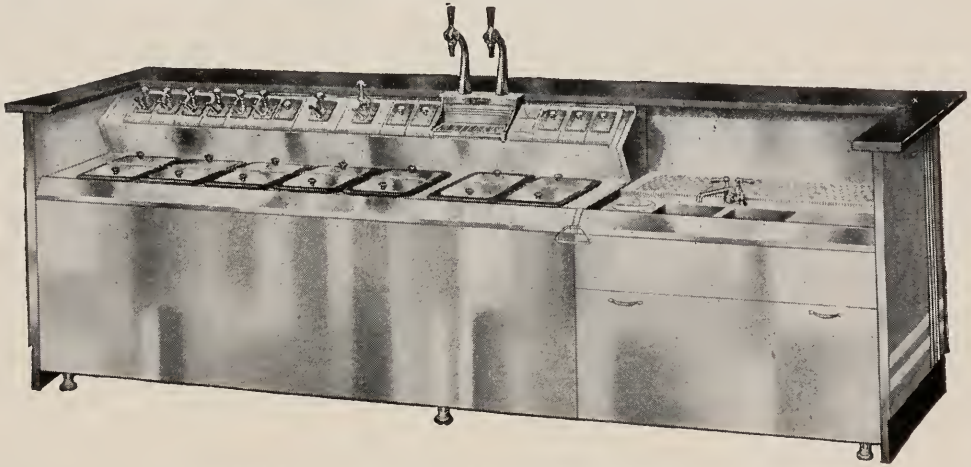
Schering Introduces Prometron

Providing a convenient two-day method for the physician desiring to follow the effective Zondek treatment of retractive secondary amenorrhea, Schering's PROMETRON presents a combination of estradiol and progesterone together. PROMETRON is administered daily for two days, prior to the expected date of menses.

PROMETRON, in ampules containing 2.5 mg. of alpha-estradiol benzoate and 12.5 mg. of progesterone in each ampule, is introduced to the medical and pharmaceutical professions by Schering Corporation, endocrine and pharmaceutical manufacturers of Bloomfield and Union, New Jersey. For greater convenience to physicians using combined estrogen and progesterone in the prevention of abortion, PROMETRON is packaged in boxes of two ampules.

NOW! *Your Order For A New STANLEY KNIGHT Soda Fountain Can Be Filled Quickly!*

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.



THE STREAMLINER—MODEL 1250 Especially designed for drug stores

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

SANDWICH UNITS—TOASTER SECTIONS OTHER MODELS ALSO AVAILABLE

CARBONATORS—COMPRESSORS—STEAMTABLES

BERRYHILL FOUNTAIN SALES COMPANY, Distributors

OFFICE AND SHOW ROOM 715 LOUISE AVENUE CHARLOTTE 4, NORTH CAROLINA

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

It's a hard pill t'swallow . . .

TRADE MARK

by J. L. Cobb

(Hold this copy of the JOURNAL at arm's length on center with the bridge of your nose, then pull Ph'ill up to your nose very quickly . . . and presto, Ph'ill will try to swallow the pill for you.)

Another drnggist and I were discussing Pharmacy pro and con the other day when he 'lowed as how he wondered why all drug stores didn't install the new open or semi-open glassed in fronts so as to put the whole store on public display. I says: "A guy don't usually take off his shoes in polite society when his feet ain't been washed in 'bout three weeks."

First things first is pretty good logic. First clean up and re-do the whole store; departmentize the stock; tape the shelving for Fair Trade price tags. Have artistic displays here and there. Then—and only then—will you be ready for the open front.

Phill and I were just rereading an old edition of LIFE, August 5th, 1946. We were rereading the story about young Dart, United-Rexall's Prexy. "What does this superman have that we do not have?" Phill asked. This was an easy to answer question. "First," I says, "he has a keen sense of real sportsmanship; second, he has new ideas and the nerve to put them into operation; third, he knows the art of subletting responsibility and work to his associates."

"Yep, you're right," Phill 'lowed very profoundly. Most druggists fail in the art of dividing the responsibility and work with all their clerks. They have the I-MUST-DO-IT-ALL or IT-WON'T-GET-DONE complex, which indeed is a most bitter pill.

"Y'ar," I says, "and it's the pill that puts them in an early grave."

In our old drug store back home where I went to work as an apprentice clerk about 1912 "Uncle" Slipp, Mom's brother, who owned 98% of the store, had the idea that the Pharmacy was no place for a lady to work on account of she'd hear language that no lady should hear and see diseases and sickness that no lady should see. But Cousin Sharrie, who held one share of stock in the Corporation (to make it legal) would come down about once a week to look after her one-share interest. On these visits she'd roll up her sleeves and give everything in sight a thorough dusting and cleaning. Then she'd re-do all displays—all the while passing the time of day with the regular customers; smiling and laughing, cracking good clean jokes very much to the annoyance of Uncle Slipp. But Cousin Sharrie didn't pay him no mind at all. Cousin Sharrie was just about 35 years ahead of the times.

(Continued on Page 464)

IT'S A HARD PILL T' SWALLOW

(Continued from Page 463)

She always contended that a woman's place was anywhere that she might have an opportunity to uplift man and his business. If the drug store was no place for a lady, she'd change it into one fitting for a queen.

There are yet drug stores in North Carolina which sorely need the uplift that could be had from the mind and hands of a good housekeeper.

Wasn't Eve created solely to be Adam's help-mate? I ain't read in The Holy Book nothing where it says: "only in the home and never in Adam's place of business." There were no lines drawn; no red tape.

"Why don't you get out more?" I asked a fellow pharmacist the other day—"attend conventions, become active in NCPA work?"

"A rolling stone gathers no moss," he began quoting.

"You're right!" I agreed with him, "but it does get a heck of a nice polish."

"And, by the way, do you know what moss symbolizes?" I asked.

"It stands for money, profit—."

"You're wrong!" I cut him off short. "Moss symbolizes decay, rot and death, as any trip into the woods will prove to you."

So, fellows, as Phill would say, it isn't moss we're trying to make you gather; it's pure sunshine. Let's all make hay while the sun shines.

V.A. Briefs

Nearly 9,000 ex-service women were on Veterans Administration pay rolls as of Sept. 30.

More veterans were hospitalized in non-Veterans Administration hospitals during September than in any recent month.

Veterans Administration received 43,000 applications during September to convert term insurance into permanent policies.

Chaplains in Veterans Administration hospitals and homes conducted 45 marriage ceremonies for veteran-patients during August.

And We Repeat-

Your fire insurance is one of your most important purchases. Be sure it is right—in every way.

Look to the amount, the coverage, the cost and most important, to the Company.

For better protection, greater service and security, at a saving in cost, call upon the Druggists' own Company.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.

CINCINNATI 2, OHIO

Our Carolina Representatives:

F. O. Bowman
P.O. Box 688
Chapel Hill, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

BUTTERCUP ICE CREAM

"IT'S FAMOUS

because

IT'S GOOD"

Accounting Service

L. deR. MacMillan, left, Certified Public Accountant of Chapel Hill, who has developed an accounting system for retail drug stores of North Carolina. The system, prepared by Mr. MacMillan following a series of conferences with NCPA officials and other individuals, is complete yet requires little time on the part of the retailer.

Although Mr. MacMillan is offering to furnish monthly and annual statements of operation, prepare State and Federal income tax reports, keep payroll records, maintain depreciation schedules, and supply a number of other services, the monthly cost of $10.00 is surprisingly low.

Complete details of this service may be obtained by writing to Mr. L. deR. MacMillan, Chapel Hill.

Season's Greetings

One of the Real Joys of Yuletide
Is the Opportunity to Put Aside the Routine
and Customs of Everyday Business
and in Real Sincerity Wish Our Friends
a Very Merry Christmas
and a Happy New Year

THE PEABODY DRUG COMPANY

WHOLESALE DRUGGISTS
305 WEST PETTIGREW STREET
DURHAM, N. C.

Products of Superior Merit

Double Your O-N Profits

O-N

SELL O-N COLD
ALONG WITH O-N

SKIN ITCH ANTISEPTIC

for itch and burn of
ATHLETE'S FOOT
ringworm and similar irritations

IN DEMAND THE YEAR ROUND

$2.80 Dozen

2 Bonus

35c RETAIL

OVER 200 NEWSPA
AND OTHER RA
SCHEDULES

O-N

FOOT POWDER

COMPANION TO
O-N ANTISEPTIC

Your Customers will com
back for More

RETAIL 35c

EVERY SEASON IS OPEN
SEASON FOR THIS
PRODUCT

ORDER FROM

OWEN DR
SALISBURY

Always in Demand

Sell in Pairs

ABLETS
LIQUID

S, PLUS GRADY COLE
ALSO FOOTBALL
C. CONSTANT.

O-N

COLD TABLETS

COMPANION TO
O-N LIQUID

Pushed by Powerful Radio Campaign. Stock!

RETAIL 15c

$1.20 Doz. 2 Bonus

Contact Wholesaler Immediately

UR WHOLESALER

G COMPANY

NORTH CAROLINA

for

COLD

DISCOMFORTS

Breaking all sales records!

$2.80 Dozen

2 Bonus

35c Retail

How to Make More Money PHOTO FINISHING

Extra Business without Adding a Penny to Cost!

Now there's a new way to get a lot of extra photo-finishing business without turning a finger for it—without any more overhead—without adding a penny to your sales expense. All you have to do to get this extra business and this extra money is to mail the coupon below.

Our plan is simple enough. But it *works*. That's the main thing. We advertise in newspapers in several Southern States. In these ads we feature our photo finishing service and our new "Pocket Photos." We turn over all orders to our druggist friends who are associated with National Photo Service.

This plan has worked so well that our business is growing bigger every day. Right now we need more progressive druggists to represent us and grow with us. We need ONE such druggist in every town and city in all the Southern States. To these druggists—but to *only one in each town* —we turn over all orders for photo finishing that we get.

It costs nothing to join "National Photo Service." There are no dues or assessments. Just tell us that you are interested in the plan. Remember, only one druggist in each town will participate in profits. It is simply a case of first come, first in. If you are interested, simply mail the handy coupon for full information and all money-making facts. No cost or obligation. Mail coupon now.

MASTER PHOTO DEALERS' AND FINISHERS' ASSOCIATION
A National Organization
MEMBER

"Remember the Day With Snap-Shots"

"National" Photo Service

APPOMATTOX, VA.

MAIL NOW

NATIONAL PHOTO SERVICE
Appomattox, Virginia

I'm interested in your plan designed to increase my Photo Finishing Business. Without cost or obligation, please rush facts by return mail

NAME .....

Company .....

Address .....

Board of Pharmacy News

J. G. Ballew, President....Lenoir
W. A. Gilliam.....Winston-Salem
Roger A. McDuffie.....Greensboro

I. T. Reamer.....Durham
F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. McALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

New Drug Store Permits

Some conclusion has developed in the minds of prospective drug store proprietors with regard to the issuance of a drug store permit. Many cannot understand why they do not receive a permit immediately upon the filing of an application with the Board of Pharmacy and the payment of the required fee. In order to clarify the misunderstandings that have developed in regard to this matter, it is felt that a further explanation is in order.

Consistent with the Board's policy of stricter law enforcement, attention has been given to the opening of new drug stores. In March of this year a regulation was adopted which was designed to assure the Board that the requirements of the law could be met before a permit was issued to operate a drug store. For those who failed to get a copy of the regulation, it is published again here:

> The Board of Pharmacy will not issue any original drug store permit to a new drug store until an investigation shall completely satisfy the Board that:
>
> 1. Adequate qualified personnel can be secured by the management of the store to properly render pharmaceutical service in the manner proscribed by the law; and,
>
> 2. That such personnel can be maintained for that period for which the permit is issued.

There are two major functions performed by the drug stores of the state. One is the distribution of a commodity. The other is the performance of a professional service. This professional service usually involves the distribution of a commodity. To illustrate, the sale of a tube of tooth paste is the distribution of a commodity. This can be done by most literate persons. On the other hand, one sells twelve capsules made from accurately weighed quantities of Codeine Sulfate, Aspirin, Phenacetin and Caffeine. The task of properly preparing the ingredients and dividing them in such manner that their subsequent administration will be safe to a person whose physical condition has already been impaired by illness requires training and experience beyond that possessed by the average person. The type of function which is represented by the second example is an important one. It is a dangerous one. The danger to the public health is evidenced by the fact that our Legislature has seen fit to regulate it by laws which require that this function shall be performed only by a person who has demonstrated his capability before a competent examining board—the licensed pharmacist. It is with respect to this professional service as rendered in the drug store that the Board of Pharmacy has made the regulation above.

A careful study of the regulation reveals that it does not in any way abridge the right of any person to engage in business. Any regulation which attempts to curtail the lawful privileges of any citizen would be unconstitutional and contrary to the American way of life. On the other hand, the

(Continued on Page 471)

QUICK DELIVERY

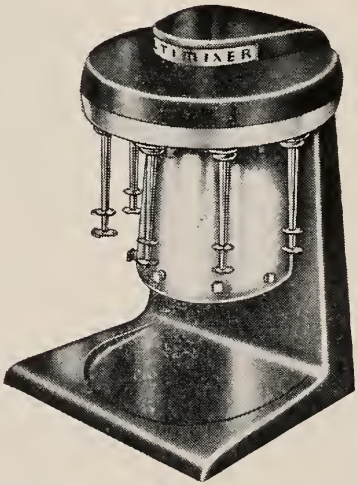
Soda Booths - Soda Tables - Chairs - Stools - Backbars - Soda Fountain Counters

---

Place Your Order Now For A

MULTIMIXER

WE WILL HAVE THEM SOON



$120.50

Plus Express and Tax

BERRYHILL-WARD SALES CO.

715 LOUISE AVE. CHARLOTTE, N, C.

BOARD OF PHARMACY NEWS

(Continued from Page 469)

Board of Pharmacy is charged with the responsibility of administering the laws which were designed to protect the public health in so far as the distribution of drugs is concerned. It is only reasonable to assume that the Board must be satisfied that the requirements of the law can be fulfilled before it issues a permit to engage in activities which are regulated by those laws. In other words, the Board of Pharmacy must be satisfied that pharmaceutical service will be rendered only by or under the *immediate* supervision of a licensed pharmacist. Obviously this cannot be done if a store is to remain open sixteen or eighteen hours a day and have a pharmacist on duty eight to ten hours of that time. Neither can it be expected that a pharmacist who has already retired from practice can come back and work the hours which the average drug store normally remains open. Unless those who undertake to operate drug stores consider these things, they are likely to have their permits withheld.

Examination Meeting

The Board of Pharmacy will hold a meeting in Howell Hall, Chapel Hill, N. C., January 14 and 15, 1947, for the examination of candidates for license to practice pharmacy. Applications for admission to the examinations should be filed with the secretary thirty days prior to the meeting.

Prosecutions

In the March issue of the JOURNAL the case of The State of North Carolina vs John L. Davis was reported. In this case prayerful judgment was continued upon condition that the defendant pay the cost of the action and refrain from further violation of the statutes upon which the indictment was based. On May 23rd a motion by the State for prayer for judgment was made upon evidence that the defendant had not refrained from further violation of the law. The following action was entered:

> Defendant appeared in court and pleaded guilty of violation of the terms of judgment entered March 1, 1946. After hearing the evidence, it is ordered that defendant pay a fine of $25.00 and court costs of $113.46. Upon payment of said fine and cost, 90 days sentence in jail is suspended.
>
> This October 19, 1946
>
> M. M. Jones
> Recorder.

Drug Store Registration

Wooten Drug Company, Fayetteville (new); Cay Drug Store, Charlotte (new); Lincoln Pharmacy (col.), Charlotte (change of ownership); Edwards Pharmacy, Wake Forest (change of ownership); Fletcher Pharmacy, Fletcher (new); Brown Drug Company, China Grove (change of ownership); Ash Street Pharmacy, Goldsboro (new); Center Drug Store, Durham (new); and Powell Drug Company, Stokesdale (change of ownership).

Pharmacists Registered by Reciprocity

Henry Gamm, Charlotte (from South Carolina); J. H. Brown, China Grove (from Georgia); W. C. Sharpe, Charlotte (from South Carolina); J. B. O'Hara, Laurinburg (from Massachusetts); and J. L. Ward, Jr., Canton (from Georgia).

POWERS-TAYLOR
DRUG COMPANY

Richmond, Va

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years

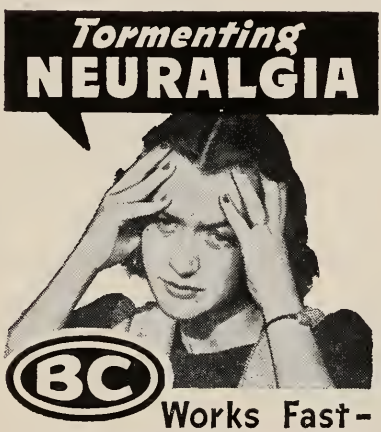
insures our ability to serve you

satisfactorily

THEY WORK FOR YOU!

BC Works Fast to Ease the Pain!

Nerve-racking headaches, muscular
s, the pains of neuralgia and
ional periodic pains usually
in a hurry to the quick-acting
ients in the "BC" Headache
formula. Keep a 10c or 25c
of "BC" handy. Caution:
as directed.



BC Works Fast–
Gives Welcome Relief.

Neuralgic pains are never pleasant company. For 37 years quick-acting "BC" has helped thousands get welcome relief from headaches, the pains of neuralgia, minor muscular aches and functional periodic pains. Keep a 10c or 25c package of "BC" handy. Caution: Use only as directed.

Millions of times daily, by radio, thru newspapers and magazines, customers are reminded to stop by for a

BC

B. C. REMEDY CO.
DURHAM, N. C.

McAllister Named to Council on Pharmaceutical Education

The National Association of Boards of Pharmacy has named Mr. H. C. McAllister of Chapel Hill, North Carolina, to serve as a member and director of the American Council on Pharmaceutical Education for a six year term ending in 1952. The Association is confident that it has selected a worthy successor to Dr. A. C. Taylor who requested to retire from the Council when his term of office expired.

Mr. McAllister is thirty-seven years old, having been born at Mt. Pleasant, N. C., on March 22, 1909. He became an apprentice pharmacist at an early age and acquired considerable experience during summer vacations while attending high school and college. He was graduated from the University of North Carolina, College of Pharmacy in 1935 and awarded the Bachelor of Science Degree. After becoming licensed by examination to practice in North Carolina in 1935 he served as chief pharmacist at Watts Hospital in Durham for two years and for seven years thereafter he was inspector for the North Carolina Board of Pharmacy. During April, 1944 he was commissioned to serve as a member of the Board and since October, 1944 Mr. McAllister has served as Secretary and executive officer of this body. He is also secretary of District No. 3, Boards and Colleges of Pharmacy and devotes his entire time to his Secretarial duties. Mr. McAllister is a member of the North Carolina Pharmaceutical Association, the American Pharmaceutical Association, Kappa Psi, Rho Chi, Rotary, Elisha Mitchell Scientific Society, Chapel Hill Horticulture Club and Community Athletic Council. Married since 1935, Mr. and Mrs. McAllister have one son Harmon Carlyle, Jr., aged 9.—*N.A.B.P. Bulletin.*

Out-Patient Treatment Now Available in Charlotte Office

Veterans with service-connected disorders are now able to obtain out-patient treatment and emergency hospitalization through the Charlotte sub-regional VA office.

The new service is available to eligible veterans living in the 14-county area within the Charlotte VA sub-region. These veterans no longer have to apply for treatment authorization through the regional office in Winston-Salem, and doctors, who formerly called the regional office for authorization in emergency cases, will now contact the Charlotte VA office.

Dr. Jesse Everette, chief medical officer for the Charlotte sub-regional office, will handle all arrangements for treatment and emergency hospitalization of veterans with service-connected ailments residing in the area. Dr. A. J. Weirick, chief medical officer for the North Carolina regional VA office, said establishment of the Charlotte service "will expedite and simplify the authorization of medical attention for veterans in the 14-county Charlotte area."—*Tar Heel VA News.*

Prescription Survey

The Pharmaceutical Survey, under the sponsorship of the American Council on Education, and the directorship of Dr. Edward C. Elliott, has been commissioned to make an intensive and extensive study of the field of pharmacy. Since the filling of prescriptions is a basic activity in pharmacy, The Survey has undertaken, in cooperation with State Pharmaceutical Associations, an analysis of 50,000 prescriptions gathered from approximately 400 pharmacies representing all sections of the country.

In North Carolina the following pharmacies are participating in the prescription survey: Spake Pharmacy, Morganton (I. C. Whiteley); Walgreen's, Raleigh (Joe Estes); McDuffie-Eubanks Drug Company, Greensboro (B. O. Lockhart); Rimmer's Drug Store, Sanford (E. F. Rimmer); Phillips Drug Co., Albemarle (E. R. Fuller); and Williams Drug Company, Oxford (L. R. Creech).

The participating pharmacies have been asked to do the following: Copy the prescriptions filled and refused on any one representative day during the first fifteen days of November 1946. The same to be done on each of three or four additional periods to be designated later—probably February, May, August and November of 1947. The copies are to be made on Prescription Study Cards which will be supplied each participating pharmacy, one card for each prescription.

TO THE TRAVELING MEN'S AUXILIARY OF THE N. C. P. A.

Gentlemen:

You have, for some time, had an opportunity to purchase through your auxiliary, a non-cancellable health and accident policy. That more of you have not availed yourselves of this protection is due largely to the fact that you are a difficult folk to contact.

We are paying frequent claims to those who have "signed up" and feel that we should not be doing our part if we did not remind you once again that you have the same right to this policy as have the members who have already bought it.

You can buy it cheaper, keep it longer, and have better protection under your T.M.A. group than under any other contract that may have been presented to you.

You may delay buying, but you may be sure there is nothing you can do to delay the day when you will need this protection. It is a great deal better to have it than to need it and not have it.

Write us for further information.

F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

Lucas Abels
Mrs. J. E. Ferguson
R. J. Golden

Student Branch Brewings

By Pat Burgiss

The Student Branch of the N.C.P.A. started the pot brewing this term with a picnic in October out at Dr. Burlage's lake. It was the first social event of the year for the pharmacy school and faculty. Under the guidance of Doris Bizzelle, President of the Student Branch, it turned out to be a huge success with a tremendous amount of sandwiches, donuts, and cokes happily guzzled by old and new students. Later the new students introduced themselves, and then—well what's better than singing around a campfire?

October was Tenth Anniversary month! And at the meeting on October 10, was Mr. W. J. Smith, who was the first president of the Branch, and Dr. H. O. Thompson, the first secretary. Dr. Thompson, by the way, is our faculty advisor—elected last year before he was here and could defend himself. He has already proven his ability and interest, and the Association is happy to have his leadership.

"The object or aim of this organization is to unite the students of Pharmacy of this school for mutual assistance, encouragement and improvement, and to advance the science and art of Pharmacy—" thus was the first meeting opened by President, Doris Bizzelle. The members got a glimpse of the new officers and faculty advisor, who are: Doris Bizzelle, Greenville, president; George Morgan, Clayton, vice-president; Lynn Blanchard, Wallace, secretary; Bill Jordan, Asheville, treasurer; and Dr. Thompson.

Mr. W. J. Smith, secretary of the State Association gave a most interesting and enlightening talk on the "Medicinal Drug Plants of North Carolina." For illustration he used movies and slides. Those dry 'ole drugs really came to life!

Then last but not least, came the drawing of numbers, and two lucky people carried home prizes of shaving lotion and stationery given by the Mother Branch.

To keep the ball rolling for one of the "biggest and bestest" years, the following committees have been appointed: Executive Committee; John Rhem, Chairman; Program Committee; Bob Seaborn, Chairman, Evelyn Shugar, Jean Synder; Membership Committee; Buddy Brinkley, Chairman, Evelyn Stutts, Doris Gilliam, Horace Baker; Resolution Committee; Bill Brantley, Chairman, Peggy Costner and Viola Howell. Good luck y'all. It's a lot of work but you're the ones to do it!

"Have you joined the Student Branch of the N.C.P.A. yet?" "No???" "Well now come right over here!" These were the words dominating conversation in the hall between classes as the Membership Committee started out earnestly to get 100% membership this year. Buddy Brinkley turned artist and ended up with a multicolored sign which loudly announced, "*This is the Time! This is the Place! For What ??? To Make Application for Membership in the Student Branch of the N.C.P.A.*" And in two days 170 names were placed on the membership list. Mr. Smith then drove down to Zebulon to get Mr. Daniel, State president, to sign the application blanks. It really looks as if we are headed for a big year! Hurrah!

Raids Pharmacy

Police authorities of Dunn are seeking an alleged dope addict who recently broke into the Dunn Pharmacy on the night of October 28 and stole a quantity of narcotics and then attempted to enter another drug store.

The robbery was discovered by Otis Warren, owner of the pharmacy, when he opened his store. According to Police Chief G. A. Jackson, the thief used a ladder to get on top of the drug store and then lowered himself through the skylight by tieing two sheets together.

Jerry Butler of Butler and Lee Drug Company reported to the Dunn police that the door to his building had been tampered with, but the would-be thief failed to gain entrance.

Prescription Tip

According to I. T. Reamer, of Durham, some of our pharmacists have been unable to fill one of their prescriptions containing Ppt. Sulfur, Resorcin and Mulsol. In case one of these prescriptions is presented to you for compounding, you can secure the base—Mulsol—from The Waynar Company, Fort Wayne, Indiana.

Picture OF A NET PROFIT

Every satisfied customer represents a net profit at your fountain. And—Sealtest Ice Cream makes a habit of satisfying customers. In fact, it satisfies so many, that today, it is the largest-selling ice cream in America.

This leadership is *maintained* and *advanced* by powerful and consistent advertising and merchandising support, including the top-ranking Sealtest Village Store radio program fifty-two weeks a year.

That means a ready market for Sealtest Ice Cream dealers. It means steady store traffic and worthwhile net profits.

If you're not now a Southern Dairies Sealtest Dealer, write us for details.

Southern Dairies

Sealtest
ICE CREAM

THE MEASURE OF QUALITY

Tune in the Sealtest Village Store starring Jack Haley, Thursday Evenings, NBC

Home-town Prescription Service

Home-town prescription service for NC veterans who have service-incurred disabilities or ailments is now in operation, the VA regional medical service announces.

Made possible by a recently signed agreement between VA and the NC Pharmaceutical Association, the service enables a veteran who has been authorized for medical treatment to get prescriptions filled by pharmacists in his own town. Previously, delays were incurred while prescriptions were filled free, via mail, by the VA itself.

A doctor who has been authorized to treat a veteran with service-connected disorders can now sign prescriptions for presentation by the veteran to his druggist. The prescription is filled on the spot, and the druggist sends a report to the state Pharmaceutical Association, which in turn bills the VA for the cost of the service each month. —*Tar Heel VA News.*

VETERANS ADMINISTRATION

Charlotte, N .C.

Dear Mr. Smith:

The Veterans Administration having arranged through your association for the filling of prescriptions by all affiliated drug stores, it is desired by this office to know if all the drug stores in Charlotte are affiliated with your association, and if not, it is respectfully requested that you be good enough to advise us as to what drug stores are so affiliated.

This office will appreciate very much having this information which is to be used for the purpose of advising beneficiaries of the Veterans Administration as to where they may be able to secure the filling of their prescriptions at Government expense.

Very truly yours,
(Signed)
Jesse J. Everett, M.D.
Acting Chief Medical Officer

For the information referred to in Dr. Everett's letter, see page 485. Although most of Charlotte's thirty-nine drug stores are listed as "member" or "affiliated" stores, in order to qualify in the VA Pharmacy Service Plan an agreement must be signed with the Association.

V.A. Briefs

Veterans' claims for self-employment allowances decreased in August for the second consecutive month, Veterans Administration said.

Active compensation and pension cases involving veterans recorded a net increase of 42,000 in Veterans Administration rolls during September.

Veterans Administration now has completed contracts with 23 State Medical Associations in VA's home-town medical care program for veterans.

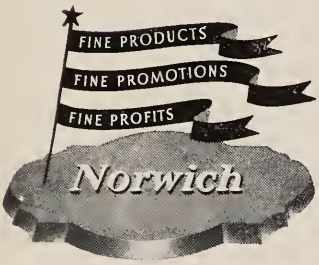
Valentine's Meat-Extract

1 4/5 ozs. net

1 dozen at list $9.00 through wholesaler.

Valentine's Meat-Juice Company
Richmond, Virginia

These men are NOT order-takers



NORWICH maintains a nation-wide organization of representatives especially selected and trained to be of help to you.

These men are not order-takers; neither are they high-pressure salesmen. They are businessmen, able to exchange merchandising information and ideas with you . . . and willing to help you put them to effective use in your store.

It is our policy that your Norwich Man be as much your representative with us as he is our representative with you!

THE NORWICH PHARMACAL COMPANY · NORWICH, NEW YORK

Howell Hall Happenings

Tommie Holden, *Reporter*

The Pharmacy Senate held a regular meeting on Tuesday evening, October 29th, with Lena Silvers acting as chairman. An interesting and timely debate, "Resolved that a Cut-rate Drug Store is Detrimental to Pharmacy," was given by Tommie Holden and Mary Harris, affirmative, and Doris Gilliam and Maryellen Milloway, negative. A short discussion of the debate was held and the winners were announced by the judges, Allen Sinclair, Jean Synder, Jean Lyerly, and Doris Bizzelle, as being Misses Holden and Harris. The election of new members was the main order of business for the evening.

Monday evening, Oct. 21st, the Phi Delta Chi Fraternity pledged the following: James Brookshire, Winston-Salem; Hubert Coffee, Thomasville; Larry Harris, Cliffside; George Mathews, Asheville; Steve Pappas, Charlotte; and Bernie Sheffield, Colfax. The Phi Delta Chi's have just recently moved into a new chapter room on the ground floor of Howell Hall.

The Dean's Cabinet for the year has been announced as follows: David Masengill, Bristol, Tenn; W. F. Welborn, Lexington; David Claytor, Hillsboro; W. T. Collier, Roanoke Rapids; Ralph Rogers, Jr., Durham; Peggy Ann Costner, Lincolnton. The Dean's Cabinet was first organized in 1943 by the late Dean J. G. Beard. It is a representative group of the School acting as a liaison body between the administration and the students. Meetings are held once monthly.

The election of officers for the first year class was held this month. The results are as follows: President, Ralph Rogers, Durham; Vice-President, Olin Welsh, Lumberton; Secretary, John West, Durham; Treasurer, Vann Secrest, Jr., Monroe.

The Kappa Psi Fraternity entertained the first year class and transfer students with an open house on Monday evening, Oct. 21st. The affair was held in the fraternity's chapter room. Refreshments were served to those present.

Rho Chi held its first meeting of the year on Wednesday afternoon, October 16th. The main order of business for the meeting was the voting on national officers. One of the local members, Dr. M. L. Jacobs, was nominated for the office of presidency of the National Rho Chi Society at the national convention held in Pittsburgh, Pa. this past summer. The officers of the local chapter of Rho Chi this year are: President, Mildred Showalter; Vice-President, Tommie Holden; Secretary-Treasurer, Allen Sinclair.

A meeting of the Pharmacy Girls' Association was held Thursday evening, Oct. 10th. Officers for the year include: President, Peggy Ann Costner, Lincolnton; Secretary-Treasurer, Sybil Austin, Hatteras; Social Chairman, Viola Howell, Mt. Airy. A committee of three, Viola Howell, Chick Slack, and Doris Bizzelle, was appointed to make plans for a social to be held this fall.

A social meeting of Kappa Epsilon was held Tuesday evening, Nov. 5th. Guest of the evening was Miss Alice Noble, advisor of the sorority. Refreshments of cokes, sandwiches, and cookies were served by Emily Aliton. The sorority holds a social once a month.

(Continued on Page 481)

Drug Wholesalers Reach for New Peak Sales to Hold Down Costs

Nationwide efforts of the wholesale drug industry to reach for new sales peaks as a means of holding down prices of health supplies to consumers through retail drug stores were launched Nov. 5, at a meeting of wholesale drug and manufacturing executives of the South Atlantic states at the Hotel Piedmont, Atlanta, Ga.

Among wholesale drug houses represented at the conference were: Dr. T. C. Smith Company, Asheville; Burwell & Dunn Company, Charlotte; Scott Drug Company, Inc., Charlotte; Peabody Drug Company, Inc., Durham; Justice Drug Company, Greensboro; W. H. King Drug Company, Raleigh; Robert R. Bellamy & Son, Wilmington; O'Hanlon-Watson Drug Company, Winston-Salem.

Bellamy Entertains

A reporter writes from Wilmington:

"Last night (November 8) Mr. Hargrove Bellamy gave on oyster roast on 'The Sound' for his employees. Specialty men who were in Wilmington at the time were also invited.

"Cecil Williamson, a salesman for Bellamy, retained his professional standing as an oyster eater, and W. L. Hickman, Lilly Representative, and myself advanced from amateur to the professional class of oyster eaters.

"There were many nice prizes given by Mr. Bellamy on drawings throughout the evening."

BROMO-SELTZER

presents the famous "chills and thrills" radio drama

"Inner Sanctum"

Also! Bromo-Seltzer is using a big schedule of advertising in—

Magazines • Newspaper Sunday Supplements
Thousands of Radio Spots • Car Cards

...to build more sales, faster turnover, more profit for you.

HI PERCENT SAYS...

DISPLAY BROMO-SELTZER AND CASH IN ON THE BIGGEST ADVERTISING CAMPAIGN IN THE PRODUCT'S 60-YEAR HISTORY

ONE OF AMERICA'S TOP MYSTERY THRILLERS NOW ON COAST-TO-COAST NETWORK OF 141 STATIONS FOR BROMO-SELTZER

CBS EVERY MONDAY EVENING

HOWELL HALL HAPPENINGS

(Continued from Page 479)

On Thursday afternoon, Nov. 7, the Kappa Epsilon Sorority entertained the girls of the Pharmacy School, wives of the students, and wives of the members of the faculty with a tea from 4:30-6:00 in the parlor of McIver Dormitory. The tea was given in honor of the new girls. Miss Alice Noble, advisor of the sorority, served at the tea table. Miss Noble was wearing a lovely corsage of red roses presented to her by the members of the sorority. The tea table was attractively decorated in red and white, the colors of the sorority. The guests wore name tags of white tea cups trimmed in red and were presented with favors of small candy-filled pill boxes, each bearing a label of dosage.

The guests of honor, the new girls of the School of Pharmacy, were Jane Bradford, Greensboro; Carolyn Dieter, Durham; Nell Evans, Asheville; Virginia Limbaugh, Asheville; Jane Redman, Pilot Mountain; Anna Slack, Raleigh; Llewellyn Tart, Dunn; and Joan West, Durham. Miss Patsy Burgiss was chairman of the tea.

Marriages

Miss Mary Frances Sansbury became the bride of Charles Russell McNeill on October 15 at Timmonsville, S. C., Baptist Church. The bridegroom is associated with his father, George R. McNeill, and his brother, John A. McNeill, in the operation of a drug business in Whiteville.

Miss Peggy Ethel Gattis, daughter of Mr. and Mrs. Philip Daniel Gattis of Raleigh, and Aubrey Harold Pitman, son of Mr. and Mrs. William Harvey Pitman of Raleigh, were married October 30 in the Hayes Barton Baptist Church.

Following a bridal reception the couple left for a trip to the mountains of Virginia. Mr. and Mrs. Pitman will make their home in Raleigh.

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST L. P. MAYRAND GREENSBORO NORTH CAROLINA

A Druggist is "Quite a Guy"!

A druggist is a very special person, we believe. His position and role is vital in the life of his community. He's friendly, patient, and above all the acme of dependability. He fills vital prescriptions accurately and he carries hundreds of items which his customers need, want, and count on finding in his store.

That's why Pal Hollow Ground Razor Blades are in so many thousands of drug stores throughout the country. The demand for Pal is great, the satisfaction with Pal proven daily by repeat sales. That's why so many druggists are glad to stock and display Pal Hollow Ground Razor Blades—and to become known as "the druggist who carries Pal"—

The Blade It Pays to Push

PAL *hollow-ground* RAZOR BLADES

DOUBLE OR SINGLE EDGE

PAL BLADE CO., INC. 595 Madison Avenue 22, N. Y. C.

Scott Drug Company

Wholesale and Manufacturing Druggists

Charlotte, N. C.

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

PRESCRIPTION SCHEDULE FOR VETERANS ADMINISTRATION PATIENTS

Average Price Includes Costs, Profit, Container [See (5) Page 484] Charge, and Professional Fee

Volume or Weight	Internal Liquids	Eye, Ear, Nose Drops (Internal)	External Liquids		Handmade Bulk Powders	Number	Handmade Capsules Papers, etc.	Handmade Suppositories
	Dram or more per dose	Liquids in drop doses	Lotions, Gargles Injections, etc.	Handmade Ointments	Calculate on Volume			
2 dr.	.35	.40	.30	.45	..	3	.45	.60
4 dr.	.45	.50	.40	.55	..	6	.55	.85
1 oz.	.55	.65	.45	.75	.60	12	.85	1.50
2 oz.	.70	.85	.50	1.00	.85	18	1.15	1.85
3 oz.	.80	..	.65	1.25	1.00	20	1.25	2.00
4 oz.	1.00	..	.75	1.50	1.25	24	1.35	2.25
6 oz.	1.25	..	.85	2.00	1.50	36	1.75	2.85
8 oz.	1.50	..	1.00	2.40	1.75	40	1.85	3.00
12 oz.	2.00	..	1.40	2.75	2.00	50	2.00	3.25
16 oz.	2.50	..	1.65	3.25	2.25	100	3.25	5.50

(If exact quantity called for is not listed, charge at the rate of the average of the two nearest quantities given.)

INSTRUCTIONS

(1) Above prices are AVERAGE and subject to modification where dose varies or where one or more ingredients are very expensive. In general, when the cost (1) of the amount used of any ingredient (2) equals or exceeds 1/5 of the Schedule price add the cost of the amount used of such ingredient, to the Schedule price.

(2) In every case where calculated price is an odd number, adjust price to the nearest number divisible by 5. If more than one calculation is required, adjust number after each calculation.

(3) For all Proprietaries or other manufactured product in original manufacturer size or quantity charge cost (1) plus 66%, or prevailing over counter price, if any, whichever is lower.

(Continued on Next Page)

(4) For less than manufacturer's size (3) of any liquid, solid or powder Proprietary (4) charge schedule price, or cost (1) of quantity dispensed plus 75%, whichever is higher. If in combination, follow Schedule (or cost of quantity dispensed plus 75%, whichever is higher) and Instruction 1.

(5) For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., charge cost (1) of quantity dispensed plus 150% for all quantities up to and including ¼ of manufacturer's size; charge cost of quantity dispensed plus 100% for all quantities up to and including ½ of manufacturer's size; charge cost of quantity dispensed plus 75% for all quantities greater than ½ of manufacturer's size.

(6) Minimum price for any prescription 25 cents; for 18 or more doses, 35 cents; or 100 or more doses, 50 cents.

---

(1) "Cost" means Wholesaler's price.

(2) "Ingredient" does not include vehicle. No increase in price should be made for cost of vehicle unless such cost equals or exceeds ½ of Schedule price. In such cases add ½ the cost of the amount (of vehicle) use to the Schedule price.

(3) "Size." Where more than one size is listed base price on cost of size nearest to quantity dispensed.

(4) "Proprietary" includes all "Specialties," Trade Marked items, specific manufacturer's product, etc.

(5) Best quality and adapted to intended use of medicament, (e. g. dropper bottle, ophthalmic tube, etc.)

MEDICAL REQUISITES

Only the following listed items have been approved for this purpose:

1. Insulin syringe and two (2) needles.
2. Two (2) hypodermic (insulin type) needles.
3. Atomizer.
4. Nebulizer.
5. Hot Water Bottle.
6. Fountain Syringe.
7. Combination Hot Water Bottle and Fountain Syringe.
8. Ice Bag.
9. Ice Cap.
10. Urinal.
11. Bed Pan.
12. Enema Can.
13. Feeding Tube.
14. Ear and Ulcer Syringe.

The item dispensed on a prescription for a Medical Requisite will be the lowest price item in stock appropriate for the intended medicinal use.

The prescription must be for a single item, must bear a statement of the authorization of the prescribing physician, and said prescription is not refillable.

North Carolina Drug Stores Authorized to Fill V.A. Rxs
November 15, 1946

AHOSKIE
Copeland Drug Company
ALBEMARLE
Tate's Drug Store
APEX
A. V. Baucom Pharmacy
ASHEBORO
Asheboro Drug Company
Randolph Drug Company
Reaves Walgreen Agency Drug Store
ASHEVILLE
Barefoot's Drug Store
Salley's Drug Store
Shigley's Inc.
AULANDER
Aulander Pharmacy
BEAUFORT
F. R. Bell, Druggist
Joe House Drug Store
BOONE
Boone Drug Company
Carolina Pharmacy
BURGAW
Dees Drug Store
BURLINGTON
Main Street Drug Co., Inc.
Worth Street Drug Store
CANTON
Martin's Drug Store
CARRBORO
Senter's Drug Store
CHAPEL HILL
Eubanks Drug Company
CHARLOTTE
Civil's Plaza Drug Store
Hardee's Pharmacy
Lisk Cut Rate Pharmacy
Park Place Pharmacy
T. A. Walker, Inc.
CHERRYVILLE
Houser Drug Co., Inc.
CONCORD
Cline's Pharmacy
Gibson's Inc.
Pearl Drug Company
COOLEEMEE
Cooleemee Drug Company
DENTON
Denton Drug Store
DUNN
Hood's Drug Store
DURHAM
Boone Drug Company
Durham Drug Company
McDonald's Drug Store
Rogers Drug Company
EDENTON
Leggett & Davis, Inc.
ELIZABETH CITY
Overman & Stevenson
ELKIN
Turner Drug Company
ELM CITY
Dixon Drug Store
Elm City Pharmacy
FRANKLIN
Perry's Drug Store
FREMONT
Whitley Drug Company
FUQUAY SPRINGS
Elliott's Pharmacy
Johnson's Drug Store
GARLAND
L. A. Warren & Son
GASTONIA
Kennedy's Drug Store
Rhyne's Drug Store
GOLDSBORO
Goldsboro Drug Co., Inc.
GRAHAM
Wrike Drug Company
GREENSBORO
Eccles-Wynn Drug Store
Elm Street Pharmacy, Inc.
C. C. Fordham's Drug Store
Greene Street Drug Company
Mann's O'Henry Drug Store
McDuffie-Eubanks Drug Company
GREENVILLE
Bissette's Drug Store
HENDERSON
Page-Hocutt Drug Co.
HICKORY
Hickory Drug Company
HIGH POINT
Anderson Drug Company
Ring-Harris Pharmacy, Inc.
HILLSBORO
James Pharmacy
HOPE MILLS
Clinic Pharmacy
JACKSON
Jackson Drug Company
KINGS MOUNTAIN
Kings Mountain Drug Co.
KINSTON
College Street Pharmacy
J. E. Hood and Company
LAURINBURG
Oliver Drug Company
LEAKSVILLE
Carolina Drug Company
Chandler Drug Company
Chandler Drug Company No. 2
LENIOR
Ballew's Cash Pharmacy
Blackwelder Hospital Pharmacy
Lenior Drug Store
McNairy's Drug Store
LEXINGTON
Lexington Drug Company
People's Drug Store
LINCOLNTON
Economy Drug Store
LOUISBURG
Boddie Drug Store
LUMBERTON
Hedgpeth Pharmacy
MARION
Tainter's Pharmacy
MARSHVILLE
Guion's Drug Store
Union Drug Store
MEBANE
Carolina Drug Company
MOCKSVILLE
Hall Drug Company
Wilkins Drug Company
MONROE
Secrest Drug Company, Inc.
Wilson Drug Company
MOORESVILLE
Miller Drug Company
Mooresville Drug Company
MORGANTON
Phillips Drug Company
Spake Pharmacy
MOUNT AIRY
Hollingsworth Pharmacy
Lamm Drug Company
W. S. Wolfe Drug Company
MOUNT HOLLY
Summey Drug Company, Inc.
MOUNT PLEASANT
A. W. Moose Company
NASHVILLE
Nashville Drug Company
NEW BERN
Hill's Five Points Drug Store
NEWTON
City Pharmacy
NORLINA
Walker Drug Company, Inc.
OXFORD
Herring's Drug Store
Lyon Drug Company
Williams Drug Company
PILOT MOUNTAIN
Smith's Drug Store
PINEHURST
Carolina Pharmacy, Inc.
RALEIGH
Central Drug Store
Franklin's Carolina Pharmacy
Walgreen Company
Wilmont Pharmacy
RED SPRINGS
Red Springs Drug Company
REIDSVILLE
Carolina Apothecary
Dailey's Drug Store
Gardner Drug Company
Reidsville Drug Store

(Continued on Page 487)

The bright, emerald green bottle that
SELLS ON SIGHT!

☆ ☆ ☆ EVERFRESH ☆ ☆ ☆

CITRATE OF MAGNESIA
(On Fair Trade)

Stock up now on this widely-known Everfresh product whose famous name immediately convinces your customers of its consistently perfect preparation from the purest, highest-grade ingredients.

IT'S A NATIONAL NATURAL FOR QUICK SALES

Order today! Get this special offer:
Citrate of Magnesia U.S.P.

350cc—3 bottles extra with each dozen—
packed 15 bottles in a case.....$2.00
Weight Per Dozen, 23 lbs.

The McCambridge & McCambridge Co.
2201 Eagle Street Baltimore 23, Md.

The Seeman Printery, Inc.

Where **Good** *Printing is a Habit*

WE SPECIALIZE IN SATISFACTION AND PROMPTNESS

Printers in Durham, N. C., Since 1885

LIST OF DRUG STORES

(Continued from Page 485)

ROANOKE RAPIDS
Matthews Drug Company
Rosemary Drug Company
Taylor's Drug Store
ROCKY MOUNT
Douglas-Armstrong Drug Company
Kyser Drug Company, Inc.
ROSEBORO
Tart & West
ROXBORO
Adair's Drug Store
Thomas & Oakley Drug Store
SANFORD
Lee Drug Store
SHELBY
Cleveland Drug Company
Shelby Drug Company
SPRING HOPE
Southside Pharmacy
SPRUCE PINE
Day's Drug Store
STANTONSBURG
Stantonsburg Drug Company
STATESVILLE
Hawkins Drug Store
SWANNANOA
Ward's Drug Store
TABOR CITY
Harrelson's Pharmacy
TARBORO
E. V. Zoeller & Company
WAKE FOREST
Hardwicke's Pharmacy
WASHINGTON
Tayloe Drug Company
WAYNESVILLE
Curtis Drug Company
WEST END
West End Pharmacy
WHITEVILLE
J. A. McNeill & Sons
WILLIAMSTON
Davis Pharmacy
WILSON
Bissette's Drug Store No. 1
Yancey's Drug Store
WINDSOR
Pugh's Pharmacy
Windsor Pharmacy Co., Inc.
WINSTON-SALEM
Swaney's Drug Store No. 3
Summit Street Pharmacy
Welfare's Drug Store
YANCEYVILLE
Yanceyville Drug Company
ZEBULON
Zebulon Drug Company

NOTICE

Registered pharmacist with long experience interested in good paying proposition or buying store. Living accommodations essential.

O. HENRY LYON
Lillington

Thousands Prefer a

LIQUID HEADACHE REMEDY!

Sell Them

Liquid CAPUDINE

Liquid Capudine is so easy to take . . . so easy on the stomach . . . so quick in its pain-relieving action. You see, Capudine's ingredients are already dissolved, therefore, all ready to start relief . . . there's no waiting for the ingredients to disintegrate and dissolve before relief starts.

Millions of newspaper advertisements are telling North Carolina people about these advantages of Capudine every week throughout the year. Display Capudine in your store and get your full share of the demand.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

Joint Conference of N.A.R.D. Executive Committee and A.Ph.A. Council Held in Chicago, Illinois, November 23, 1946

RESOLUTIONS ADOPTED

RESOLVED by the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A. in joint assembly, that the scientific development of new remedial agents and advances in medical science have so increased the responsibilities of the dispensing pharmacist in the maintenance of public health that public interest will not permit the relaxation of qualifications for the practice of pharmacy.

RESOLVED by the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A. in joint assembly, that in order to maintain the high level of service to the public required under modern conditions of medical and pharmaceutical practice we recommend:

(1) that colleges of pharmacy be urged to develop their curricula and training programs in line with the requirements for modern pharmaceutical research, large scale production of drugs and medicines, governmental pharmaceutical activities, the retail practice of pharmacy, and practice in hospitals and institutions maintaining pharmaceutical service;

(2) that every effort be made to make such programs possible by obtaining financial aid from private and public sources, and that university and college administrators responsible for the development and maintenance of colleges of pharmacy be acquainted with the needs of these colleges to the end that they may receive their fair share of the available funds; and

(3) that careful consideration be given to the possible disadvantages resulting from the overcrowding of the profession due to a lack of proper selection of students or failure to measure the requirements of the profession for rendering adequate public health service.

RESOLVED that the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, urge that every effort be made to prevent the enactment of legislation which seeks to break down established standards of education and licensure under the guise of providing assistance to war veterans, and that the cooperation of student bodies of colleges of pharmacy, which now include a high percentage of war veterans, be enlisted to this end.

RESOLVED that the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, endorse in principle the minimum standards for evaluating practical experience required under the respective laws as a prerequisite for licensure, approved by the N.A.B.P., and recommend the adoption of these minimum standards by the respective states; and be it further resolved that owners and managers of pharmacies be urged to cooperate to the utmost in meeting these standards and in affording prospective licensees the opportunity to obtain the desired quality of practical experience.

RESOLVED that the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, that since war and postwar conditions have emphasized interlocking responsibilities between physicians, dentists, pharmacists, nurses, hospital administrators and public health officials, and such responsibilities definitely call for more effective cooperation among these groups, it is urged that they arrange for more frequent contacts for the consideration of problems of mutual interest, and that the creation and development of allied health councils in the various states be encouraged toward that end.

RESOLVED, that the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, reiterate the stand taken by this joint body to the effect that every lawful means be sought to protect public health by limiting the dispensing of drugs and medicines, including vitamins in various dosage forms, to registered pharmacists or to personnel employed in pharmacies under the immediate personal supervision of registered pharmacists.

RESOLVED by the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, that in view of the intent of the present Food, Drug and Cosmetic Act and regulations to provide a clear distinction between drugs which may be freely sold and those which are restricted to prescription use only; and in further view of the inadequate and confusing directions carried on some labels, such as, "used as directed by the physician," and because many drug products are distributed which still bear the prescription legend contrary to, and in violation of, these regulations, it is urged that drug manufacturers be requested to comply fully with the intent and provisions of the regulations and that the Food and Drug Administration be requested to properly enforce these provisions.

RESOLVED that the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, commend all efforts to avoid improper drug advertising, and urge radio officials and organizations to assume their public health responsibilities by cooperating fully in this endeavor; and be it further resolved, that the dissemination of misleading or unqualified advertising claims that a medicinal product is "compounded just like a doctor's prescription," or that a medicinal product is "recommended by your druggist," be disapproved.

RESOLVED by the Executive Committee of the N.A.R.D. and the Council of the A.Ph.A., in joint assembly, that manufacturers be requested to furnish all pharmacists complete information on dosages, incompatibilities and cautions regarding all new drug products, and that this information be provided in advance of the sale and use of such products.

Jailed for Drug Robberies

Leslie E. Dickerson, of Wilson, and W. C. McWhorter, of High Point, have been placed in jail in Troy to await hearing on charges of stealing money and drugs from Warner's Drug Store in Ellerbe and the Candor Drug Store in Candor.

Officers arrested the men 15 minutes after Montgomery County Sherriff Earl D. Bruton notified the Troy police of the robberies. They will be tried in Troy on charges growing out of the robberies, after which they will be turned over to federal authorities for narcotics violations.

McWhorter is presently under bond of $1,500 for Randolph County Superior Court in connection with having forged prescriptions to procure drugs in several Asheboro drug stores.

AN **EXTRA** PACKAGE ON THE SIDE
IT ACTS JUST LIKE A SPARE
WHEN **ALKA-SELTZER'S** NEEDED
IT'S NICE TO KNOW IT'S THERE!

Mr. Druggist: These are YOUR customers. Over and over again, every week, they hear on the radio that they should buy TWO packages of Alka-Seltzer. When they come to your store, it is easy for you to sell them that EXTRA PACKAGE. Try it: try selling every customer two packages instead of one. Then watch your volume and profits grow!

MILES LABORATORIES, INC., ELKHART, IND.

Makers of

ONE-A-DAY (BRAND) VITAMINS
MILES NERVINE

6 NETWORK RADIO PROGRAMS HELP SELL MILES PRODUCTS *for you*

To Our Customers:

We appreciate the opportunities another busy year has afforded us to serve your needs. Even though supply sources have continued inadequate with frequent interruptions, your patient and loyal support have made this year of business pleasant and enjoyable, as well as mutually successful.

Our organization will continue its combined efforts to furnish you the best of quality in the most adequate quantities obtainable—always with friendly and dependable service.

May we express our best wishes for a happy Christmas season and for continued success throughout the New Year.

Sincerely yours,

W. H. KING DRUG COMPANY

Wholesale Druggists

RALEIGH, NORTH CAROLINA

"The House of Friendly and Dependable Service"

The Carolina JOURNAL OF PHARMACY

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

Dec., 1946

ume XXVII Number 12

- Legislative Program
- Research Foundation
- Sales Training

the mathematics of harmony

Certain numerical relationships occur with impressive frequency in nature. For example, tones sounded by a vibrating string depend upon the length of the string. Lengths which give a note its fifth and its octave are in the ratio of 2:3:4, forming terms in a musical progression. Some Greek philosophers believed that the distances of the planets from the earth were also in musical progression—hence the phrase, "the harmony of the spheres."

Harmony in human relationships may also be attributed to well-defined psychological patterns. The spirit of helpfulness, service, integrity, and fairness will always win and hold the loyalty of good customers. These were the considerations which led to the adoption of the Lilly Policy. For over fifty-one years the Lilly Policy has steadfastly protected your interests together with the interests of the allied health services. At this holiday season we gratefully acknowledge the ever-growing support given to us by pharmacists everywhere.

Lilly

ELI LILLY AND COMPANY
INDIANAPOLIS 6, INDIANA, U.S.A.

SYMBOLS OF SIGNIFICANCE:

THE E.E.G. CURVE, THE MOUTH GAG—
Symbols of the epileptic

++++

"4 PLUS"—Symbol of luetic serology

THE KING'S TOUCH—
Symbol of the power to heal and do good.

PRODUCTS OF SIGNIFICANCE:

DILANTIN SODIUM · MAPHARSEN · TYROTHRICIN

MESSAGES OF SIGNIFICANCE:

Physicians who send prescriptions to your pharmacy are being regularly reminded of Parke-Davis products by means of an extensive medical journal campaign based on the theme "Symbols of Significance."

Current two-page advertisements, reproduced below, feature DILANTIN SODIUM, MAPHARSEN and TYROTHRICIN. Check your stocks of these three products. It is "as good pharmacy to stock and dispense them as it is good medicine to prescribe them."

MEDICAMENTA VERA

PARKE, DAVIS & COMPANY
DETROIT 32 · MICHIGAN

ONLY *In Drug Stores*

All Dean Prophylactics are sold in drug stores only. This is a rigid, unvarying policy regardless of whatever trade practices may be followed by other prophylactic makers.

When Customers

SEE the obvious Health feature of Reservoir End Peacocks—then learn of the fine

QUALITY material used in making Peacocks—and when Customers

KNOW they can buy Dean's Peacocks at Drug Stores ONLY—then they

REMEMBER

(1) Peacocks, (2) Your Store. And that's why REPEAT SALES Increase—increase—increase and build drug store profits on

REDI-WET Skins. Pre-moistened. Box of 3's in plastic capsules. Available now in limited quantities.

Pack of 3 ..... $1.25
Dozen 4.00

Package No. 17—3's
Retails 50c

Peacock

RESERVOIR END PROPHYLACTICS

No. 16 Economy Package of 12. For family trade.
Retails $1.25

Call your wholesaler or write

Dean RUBBER MFG. CO.
North Kansas City, Mo.

DEAN Headquarters in Your District,
PARAMOUNT SALES CO., P. O. Box 477, Knoxville, Tenn.

TO THE TRAVELING MEN'S AUXILIARY OF THE N. C. P. A.

Gentlemen:

You have, for some time, had an opportunity to purchase through your auxiliary, a non-cancellable health and accident policy. That more of you have not availed yourselves of this protection is due largely to the fact that you are a difficult folk to contact.

We are paying frequent claims to those who have "signed up" and feel that we should not be doing our part if we did not remind you once again that you have the same right to this policy as have the members who have already bought it.

You can buy it cheaper, keep it longer, and have better protection under your T.M.A. group than under any other contract that may have been presented to you.

You may delay buying, but you may be sure there is nothing you can do to delay the day when you will need this protection. It is a great deal better to have it than to need it and not have it.

Write us for further information.

F. W. SARLES, State Manager

Inter-Ocean Casualty Company

222 PIEDMONT BLDG. GREENSBORO, N. C.

AGENCY REPRESENTATIVES:

Lucas Abels
Mrs. J. E. Ferguson
R. J. Golden

Open Letter

Dear Mr. Smith:

Am sending an open letter which I'd like for you to publish in THE CAROLINA JOURNAL OF PHARMACY.

As you know the majority of the pharmacists in the State are Ph.G.'s. They have been the backbone of the pharmacy profession and still are, working hard to uphold the standards of the Profession. They went to Pharmacy School in good faith for 2 or 3 years and received their Ph.G., all that was given at the time.

Now as most of you Ph.G.'s know, someone or some group of persons have "stabbed us in the back." By this I mean influencing the Veterans Administration to require a B.S. in Pharmacy, thus making the V.A. pharmacy work exclusively for those with a B.S.

Most of you Ph.G.'s, I realize, are not interested in work with the V.A., but I am sure you will sympathize with me upon the principle of the matter and also will sympathize with the many disabled veteran Ph.G.'s who prefer civil service work on account of the shorter hours.

As I see it, the only fair and honest thing for the V.A. to do would be to accept a Ph.G. plus a minimum of 10 years' experience in lieu of a B.S. (ten years being the approximate length of time since the majority of pharmacy schools have been giving a B.S. in Pharmacy).

Well, Ph.G.'s, what do you think about the matter? It seems to me there is something about it that "smells." We've had a fast one pulled on us and no doubt about it. Let's try and do something about it. If it's going to be a fight between the B.S.'s and Ph.G.'s (which I hope it isn't), then let's bring it out in the open and fight.

Sincerely yours,
A. B. Kunkle,
2 Hull Road,
Fayetteville.

Veterans Administration is operating 24 former Army and Navy hospitals to meet the growing need for hospital space.

Approximately 85 percent of the veterans receiving self-employment allowances from Veterans Administration are farmers.

To Our —
GOOD FRIENDS
IN NORTH CAROLINA

Your orders for
Labels, Drug Boxes and
Physicians Prescription Blanks
are greatly appreciated.

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POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

Asheville Woman's Auxiliary Has Christmas Party

Twenty-three tables were in play at the benefit Christmas bridge party held December 5th by the Asheville Chapter of the Woman's Auxiliary of the N. C. P. A. The party was held at the Coca-Cola Bottling Company. Proceeds from the party will go to the Auxiliary's scholarship fund at the Pharmacy School of the University.

The refreshment table was covered with a lace cloth and decorated with red candles and Christmas greenery. Assisting in serving were Mrs. M. F. Teague, Mrs. Earl Raiford, Mrs. Charles Rackley, Mrs. Hamilton Strom, and Mrs. J. R. Johnson.

Others assisting in entertaining were Mrs. Lloyd Jarrett, president of the Asheville Auxiliary; Mrs. L. G. Crouch, general chairman of arrangements for the party; Mrs. Conrad McGee, chairman of tickets; Mrs. Beaman Pinner, chairman of prizes; and Mrs. F. A. Powell.

Look into this LIQUID vitamin and mineral food supplement—

ZYRONE

ZYRONE isn't just "another vitamin pill." It is a LIQUID food supplement which supplies the minimum daily requirements of Vitamins B_1, B_2, and the Vitamin Niacin, 12 times the minimum daily need of Iron, and helpful amounts of Calcium, Phosphorus, and Manganese.

Examine the ZYRONE formula. See if it isn't one of the finest of its kind you have ever seen. Then remember that ZYRONE is backed by a heavy radio campaign designed to reach all classes.

Where ZYRONE has already been introduced, retailers report a high percentage of repeat sales. Stock ZYRONE with the confidence that comes in stocking any product of

THE CHATTANOOGA MEDICINE CO.
Chattanooga Tennessee

BROMO-SELTZER

presents the famous "chills and thrills" radio drama

"Inner Sanctum"

Also! Bromo-Seltzer is using a big schedule of advertising in—

Magazines • Newspaper Sunday Supplements
Thousands of Radio Spots • Car Cards

...to build more sales, faster turnover, more profit for you.

ONE OF AMERICA'S TOP MYSTERY THRILLERS NOW ON COAST-TO-COAST NETWORK OF 141 STATIONS FOR BROMO-SELTZER

CBS EVERY MONDAY EVENING

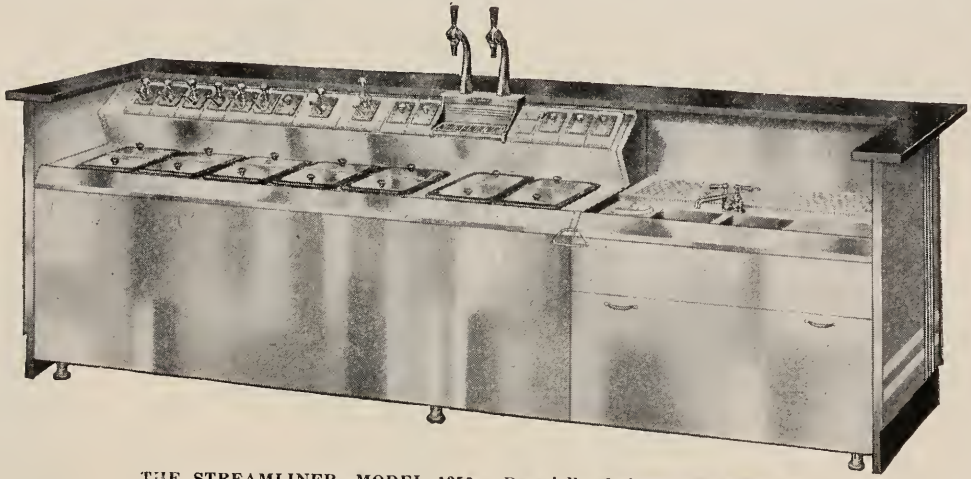
HI PERCENT SAYS...

DISPLAY BROMO-SELTZER AND CASH IN ON THE BIGGEST ADVERTISING CAMPAIGN IN THE PRODUCT'S 60-YEAR HISTORY

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

NOW! *Your Order For A New STANLEY KNIGHT Soda Fountain Can Be Filled Quickly!*

Choose wisely in purchasing your new equipment. Select a Stanley Knight soda fountain. Add beauty and profits to your store. You will take pride in operating a Stanley Knight fountain, the most beautiful ever produced.



THE STREAMLINER—MODEL 1250 Especially designed for drug stores

With a 50 gallon bulk ice cream capacity or 40 gallon bulk and 20 gallon brick or package capacity, plus a double (two lid) bottle beverage compartment, all in 7 ft. 6 in. of space, the Model 1250 is the most compact soda fountain available. A full length double (or triple) sink workboard (3 ft. 10 in.) makes 12 ft. overall when the (attached type) counter is included as illustrated.

SANDWICH UNITS—TOASTER SECTIONS OTHER MODELS ALSO AVAILABLE

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HAPPY NEW YEAR

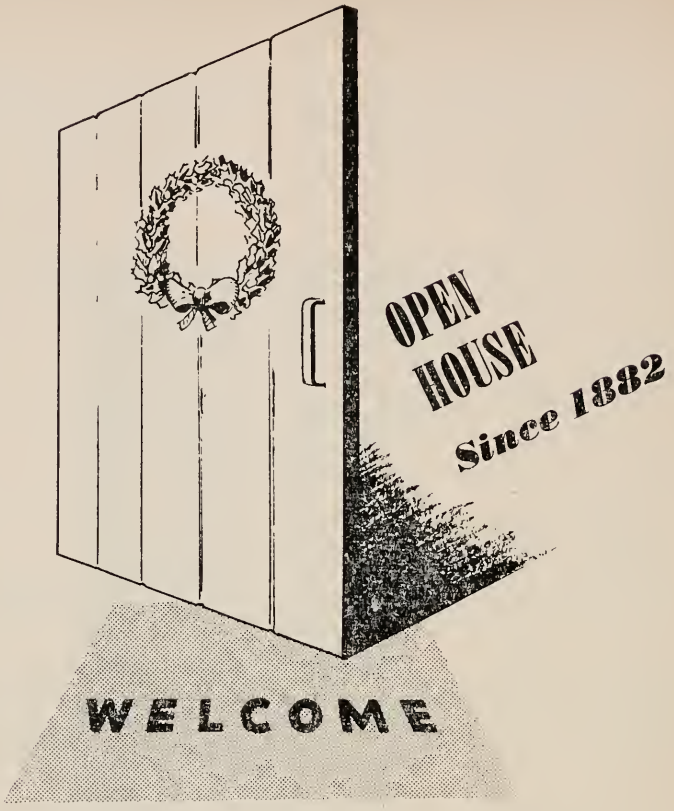
Each year we realize more than ever that our success is deeply rooted in the warm soil of our customer's friendship. And we are grateful that we have had the pleasure of serving folks like you.

We appreciate the confidence, and patience, and the understanding you have shown during the past year, and when we say "Thank You" for the past favors it comes straight from the heart.

May the New Year, 1947, be full to overflowing with good luck, happiness and prosperity is the true wish of

THE PEABODY DRUG COMPANY

WHOLESALE DRUGGISTS
305 WEST PETTIGREW STREET
DURHAM, N. C.



Our house is always open to you, our friends the drug trade. We enjoy your friendly visits and appreciate your business.

HAPPY NEW YEAR

OWENS & MINOR
drug company, inc.

Everything that's made for the Drug Store trade

1000 E. CARY STREET, RICHMOND 19, VIRGINIA

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XXVII DECEMBER, 1946 No. 12

Barbiturates

Some sort of legislation comparable to the Harrison Narcotic Act ought to be introduced in Washington immediately to control the traffic in barbiturates, which today are a greater menace to public health than many of our highly publicized infectious diseases. As one narcotics officer recently put it "sleeping pills, goof balls, yellow jackets, or what-you-may-call-them have pushed Opium into the gutter."

The suggestion has been made that each state enact the "Uniform Barbiturate Bill." This would be one solution if prompt action could and would be taken, but many state legislative bodies do not meet in 1947. The situation is too desperate to wait; the time for action is at hand . . . *on a national basis.*

Barbiturates should be controlled on a national basis exactly like Morphine and kindred products. Any deviation from this will enable the willful violator to continue his nefarious business; to gain a dollar at the expense of the public's mental and physical health.

Here's evidence of what these drugs will do. And the case is by no means an isolated one:

"I am in need of your help if you can assist me in any way. My husband started taking some kind of drug that was given by doctors for pain—this started 6 or 8 years ago. But for the past 3 years he has grown worse.

"We sent him to Raleigh for a three months' treatment at Dix Hill, and following this he was lots better. During the past three months he has tried to get something all the time. He can't get it here for our druggists won't sell it to him. But the doctors and any of the drug stores in.....and.....sell it to him as freely as a drink of coffee.

"He was a good barber but now his nerves are wrecked until he is almost ready for the insane hospital.

"I was given your name by a man in our town who works in our drug store and he said you might stop the sale of this dope by these doctors and druggists in .....and..... The..... Drug Store and.....Drug Store of .....; .....Drug Store of ....., I can't name all the others.

"The doctors who prescribe this for him most are Dr....., Dr....., Dr....., Dr..... and Dr. .....

"They give this to him when he is not sick and say take as needed for sleep. Then he becomes dangerous and is picked up for drunkenness. He will be all right for 30 or 40 days, then goes to..... where he secures more drugs.

"Now he is wandering somewhere in this cold weather without his overcoat or warm clothes. If you can stop this you will save my life and his, too. Can you suggest a cure or a place to send him or tell me how to keep him from getting it. I really need your help before it is too late.

"He writes or forges checks when he is in this crazy condition and he will soon end up down there in the penitentiary while these doctors could prevent it. Mr..... at the.....Drug Store says he has to fill these doctor's prescriptions. If you ask him not to, maybe he won't.

"The person I am writing about is..... ....."

Yours truly,

.....

Legislative Program Set

As a result of decisions reached at a joint meeting of the Association's Executive and Legislative Committees and representatives of the State Board of Pharmacy, several amendments and additions to the State Pharmacy Law will be attempted in the coming session of the General Assembly. The meeting, which was held in Raleigh on November 26 at the Sir Walter Hotel, was for the specific purpose of mapping out a legislative program for 1947.

The State Board of Pharmacy will seek legislation to enable it to use "injunctive relief" to correct violations when other methods fail. Such "relief" will enable the Board to close a pharmacy until the matter is adjusted.

Section 90-71 of the Pharmacy Law of North Carolina will be amended so as to clarify the section dealing with the sale of patent and proprietary preparations. Over a period of years Section 90-71 has been amended so many times it is practically impossible to interpret it today. The Section is being "clarified" at the suggestion of the Attorney General.

An attempt will be made to strengthen the present Pharmacy Law by inserting definitions and by broadening certain sections now known to be inadequate.

Barbiturate legislation, on a state-wide basis, will not be introduced. Rather, the group decided to lend its support towards enacting whatever Federal legislation is necessary to control this class of drugs.

Any effort directed towards lowering pharmacy's educational standards in the State will be vigorously opposed by the Association's Legislative Committee. Upon the recommendation of the joint group, a committee of pharmacists composed of war veterans will be organized to cooperate with the Legislative Committee in case their assistance is needed.

A suggestion that soda fountain products be exempt from the State 3% Sales Tax and replaced by a flat tax on soda fountains was not approved. Several members doubted the ability of the State to set a tax which would be fair to all fountain operators.

The objectives of the Good Health Association will be supported as will all other bills designed to extend and widen the scope of public health in North Carolina.

Legislative Committee members present were: Alfred N. Martin, Roanoke Rapids; L. A. Wharton, Gibsonville; M. L. Jacobs, Chapel Hill; Paul Thompson, Fairmont and G. E. Andes, Wadesboro.

W. A. Gilliam, Winston-Salem; I. T. Reamer, Durham; Roger A. McDuffie, Greensboro; and H. C. McAllister, Chapel Hill, represented the Board of Pharmacy.

President E. C. Daniel, Zebulon; Paul B. Bissette, Wilson; and W. J. Smith, Chapel Hill, were present as members of the N. C. P. A.'s Executive Committee.

Attorney F. O. Bowman, who will act as legislative advisor for the N. C. P. A. during the 1947 session of the General Assembly, commented on each of the bills to be introduced. Prior to January 1, Mr. Bowman will draw up the bills and have them ready for presentation at the proper time.

Before adjourning the State Board of Pharmacy presented a handsome carved mortar and pestle with suitable inscription to Marion B. Melvin of Raleigh, a member of the Board for nine years. The presentation was made by Roger McDuffie, who praised the former Board member for his many years of faithful service, for the high quality of his examination work and for his fairness in dealing with candidates taking the practical part of the Board examination.

Schering Introduces 50,000 Unit Penicillin Calcium Tablets

Tablets of penicillin calcium, each containing 50,000 units of the antibiotic, buffered with sodium citrate 0.3 gm. to assure high tolerability and maximum utilization, have been introduced by Schering Corporation, manufacturers of endocrine, x-ray diagnostic, chemotherapeutic agents, of Bloomfield and Union, New Jersey. Conveniently packaged in boxes of 12 tablets, each tablet is hermetically sealed in protective metal foil.

Research Foundation Organized

Following a series of meetings by a special committee appointed by President E. C. Daniel to determine what the N. C. P. A. could do to assist the Pharmacy School at Chapel Hill, the "North Carolina Pharmaceutical Research Foundation" was incorporated on December 17.

Incorporators of the Foundation, who will also serve as directors for varying periods of one to four years, are: Paul B. Bissette, Wilson; C. T. Council, Durham; E. C. Daniel, Zebulon; Carl T. Durham, Chapel Hill; W. A. Gilliam, Winston-Salem; P. A. Hayes, Greensboro; Alfred N. Martin, Roanoke Rapids; H. C. McAllister, Chapel Hill; Roger A. McDuffie, Greensboro; B. Frank Page, Raleigh; I. T. Reamer, Durham and W. J. Smith, Chapel Hill.

The objects of the Foundation, as set forth in the incorporation papers, are:

(a) To foster and promote the growth, progress, and general welfare of pharmaceutical education and research at the School of Pharmacy of the University of North Carolina and in the State of North Carolina.

(b) To solicit and promote the making of gifts and donations by deed, grant, will or otherwise to this corporation for any of the objects, causes or purposes above specified, and to receive, own, hold, and administer such gifts and donations, whether such gifts and donations are made for the general purpose of the corporation to be administered in such manner as the corporation may deem best, or whether such gifts and donations are made for specific, designated purposes; provided, however, that the corporation in its discretion may reject any gift or donation if to do so appears to be for the best interest of the corporation and of said School of Pharmacy of the University of North Carolina, Chapel Hill, N. C.

(c) To hold, manage, exchange, lease, sell, convey, invest, reinvest, and administer all gifts, funds, and properties donated to or acquired by this corporation, and to distribute and dispose of such gifts, funds, and properties and the income therefrom in the manner provided in the section numbered "4" of this certificate of incorporation.

(d) To foster and promote pharmaceutical research in the State of North Carolina and particularly in the School of Pharmacy of the University of North Carolina by accepting funds for fellowships of various types.

(e) To assist in the selection of important research problems and to provide that investigations be adequately financed, and to insure so far as possible that they be carried out by competent investigators under the supervision of recognized scientific authorities.

(f) To supplement or contribute to the salaries or compensations of persons engaged in pharmaceutical teaching and research.

(g) And in order properly to prosecute the objects and purposes set forth, the corporation shall have full power and authority to own or hold any property of whatever nature and wherever situated; to purchase, lease, and, otherwise, acquire, and to hold, mortgage, lease, sell, transfer, exchange, convey, and otherwise dispose of all kinds of property, both real and personal, both in this State and in all other States, Territories and Dependencies of the United States; to invest and reinvest funds and properties in such securities or properties as it shall deem suitable; to execute and deliver any proxies, powers of attorney, deeds and agreements as it shall deem necessary or proper; to determine whether money or property coming into its possession shall be treated as principal or income and to charge or apportion any expenses or losses to principal or income as it may deem proper; to select and employ suitable agents, employees, and attorneys and pay reasonable compensation for their services; and, generally, to perform all acts which may be deemed necessary or expedient for the proper and successful prosecution of any of the objects and purposes for which the corporation is created, with all the powers now or hereafter conferred by

(Continued on Page 513)

QUICK DELIVERY

Soda Booths - Soda Tables - Chairs - Stools - Backbars - Soda Fountain Counters

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Place Your Order Now For A

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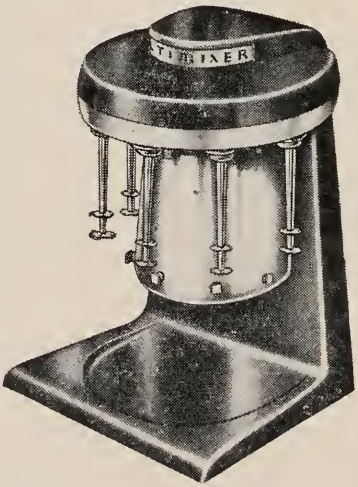


$120.50

Plus Express and Tax

BERRYHILL-WARD SALES CO.

715 LOUISE AVE. CHARLOTTE, N, C.

I Disagree, Dr. E——*

By E. A. BRECHT, Professor of Pharmacy

Recently at a meeting with the faculty of the School of Pharmacy, Dr. Edward C. Elliott stated that it was his belief that within a few years all pharmacies would be chain stores!

Dr. Elliott is a great educator and a great man. He was the president of Purdue University until his recent retirement. He is now engaged in directing the Pharmaceutical Survey under the sponsorship of the American Council on Education and being financed by the American Foundation for Pharmaceutical Education.

To acquaint himself with our profession, Dr. Elliott has undertaken a rigorous schedule of meetings with many groups of pharmacists and specialists. It is pleasing that the University of North Carolina was placed on his itinerary for one of his visits to a school of pharmacy.

Since no time was allowed at the meeting for a discussion of the chain store triumph, it ought to be discussed now.

Dr. Elliott lent devastating strength to his statement by pointing to the situation in the retail grocery industry. It certainly seems true that chain stores now predominate in that field. Is the same trend going to occur in pharmacy?

For what reasons will it be better for part of the profits from retail pharmacy to go to a chain store corporation? A study of pharmacy in times of depression shows its economic stability, that it is capable of survival by its great adaptability to retrenchment under independent ownership. Nevertheless, it is easy to understand how a chain store can move into competition with an independent pharmacy and operate at a loss until the independent competition has been eliminated.

To maintain his independence the pharmacist expects only that his competition has no unfair advantages. The fundamental and moral fairness of this expectation has been recognized legally in such national legislation as the Miller-Tydings Fair Trade Enabling Act and the Robinson-Patman Unfair Practices Act.

The Fair Trade Laws permit the manufacturers to protect their products from the destructive effects to their goods which result when cut-price operators use such products for cut-throat competition. Independent merchants benefit from a secondary effect of these laws: the protection from prices cut below cost. It is significant that surveys have shown that the establishment of minimum prices have not resulted in any increase in the total cost of any specific merchandise to the public.

The Unfair Practices Act simply states that the same prices shall be available from the manufacturer to all purchasers. It is difficult to understand how the tail could wag a dog, but exactly this situation did exist prior to the enactment of this law. Chain store corporations were given preferred prices and secret rebates for purchasing large quantities. However, it seems proper to realize that each wholesaler represents a sizeable group of independent outlets, and as such also purchases in quantity amounts. Thus it was peculiar that the relatively small group of chain-store purchasers were given the preferred prices rather than the group which sold most of the merchandise.

It is no fun when two stores sell a package of cigarettes for the same price, but one store can buy the item for one cent less than the other. The Unfair Practices Act has remedied this situation, but the mere enactment of a law does not warrant any decrease in vigilance toward the situation.

With the protection of these laws the merchant can and must concentrate his attention to good and efficient business practices if he wishes to remain independent. Let's not take Dr. Elliott's statement lightly. It represents a challenge by a group which guides its actions by studied cleverness.

Consider the recent statement of a grocery tycoon. He stated that their business was founded on the principle that they preferred selling 200 pounds of butter at a one cent profit to selling 100 pounds at a two cent profit. This statment has a clever

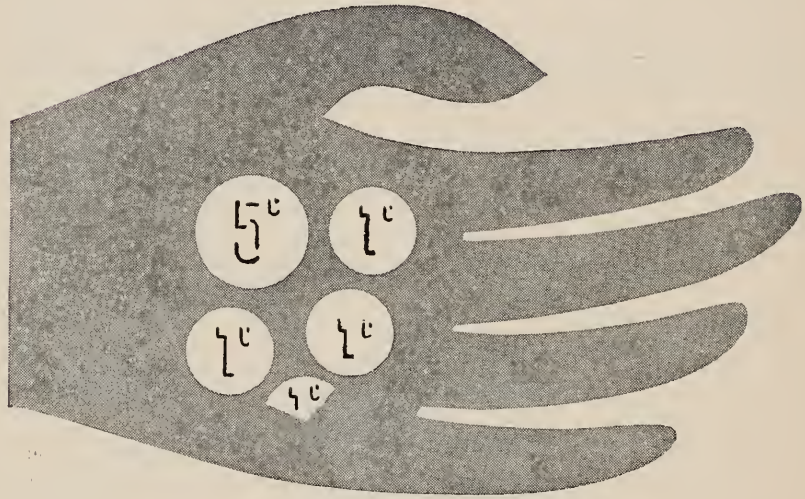
(Continued on Page 504)

* This is the first of a series of articles to be written by members of the faculty of the School of Pharmacy. Each member will express his personal views on subjects of interest to the pharmacists of the state.

LOOK AT YOUR PROFIT ON

'SUCRETS'

ANTISEPTIC
THROAT
LOZENGES



. . . Take just a moment to analyze *your* profit on this popular, fast-selling throat lozenge . . . Every time you sell a box of 'Sucrets' lozenges you mark up a 33⅓% *profit for yourself!* . . . because each 25-cent box of 24 'Sucrets' lozenges nets you at least 8.3 cents profit on every sale!

You can capitalize on this profit opportunity during the cold, wet months of fall and winter . . . *Display and recommend* 'Sucrets' lozenges to your customers for *speedy, soothing throat relief!*
Sharp & Dohme, Philadelphia 1, Pa.

Sales Training Available

A series of courses in "Retail and Wholesale Training" devised to fit the needs of specific groups has been announced by T. Carl Brown, Supervisor, Distributive Education Service, State Department of Public Instruction, Raleigh. Since this vocational training will doubtless be of interest, a tabulation of the various types of courses available is listed below.

Courses for Specific Functions

Window Display—Training in the basic elements of good display. Emphasis is placed on arrangement, balance, color, and lighting. An opportunity is given for the members of the group to construct displays for group criticism. 12 hours.

Show Card Writing—Elements of lettering price tickets and show cards, make-up and use of color. Practice is provided in the use of pen and brush. 10 hours.

Merchandising I, II & III—Beginning with merchandising arithmetic these courses cover mark-up, mark-down, stock turnover, price lines, size distribution, retail and cost methods of inventory, open-to-buy and planned buying. 30 hours.

Record Keeping for Small Stores—To help the man who keeps his own records stacked on his desk.

For Sales Personnel

Basic Selling I—Planned for use in training "extras" for holidays and rush seasons; may be given in the local high school to those students interested in part time selling jobs. 6 hours.

Basic Selling II—Instruction in the rudiments of selling, stock keeping, and store system. 10 hours.

Selling Techniques—Designed expressly to assist in developing experienced salespeople; emphasizes pleasantness, courtesy, tact, and ability with the willingness to render real customer service. 10 hours.

Merchandise Information—Class groups organized by type of merchandise handled: Textiles, Non-textiles, Color and Design, Fashions, Shoes, Millinery.

For Service Personnel

Package wrapping.

Cashiering.

Use of the Telephone.

For Executive and Supervisory Personnel

Job Instruction Training—To improve the supervisors' efficiency in training personnel for new jobs. 10 hours.

Supervisory Techniques—Designed to help the supervisor develop his ability to lead his personnel more effectively. 10 hours.

Human Relations—Planned discussions and demonstrations of tested techniques used in solving problems arising from human relationships. 10 hours.

Personnel Management—Designed to assist the personnel director in interviewing, testing, making job analyses, handling grievances, keeping personnel records, disciplining, morale and incentives. 10 hours.

Sales Executive Personnel Institute—To aid the sales executive in recruiting, selecting, training, and supervising a sales organization. 15 hours (3 consecutive days).

Public Speaking—Provides instruction and practice in the art of presenting ideas clearly and persuasively; helps to develop the poise and confidence needed by executives.

Information About Distributive Education

Who Teaches?—Special Instructors employed by the Distributive Education Service. These instructors have had successful sales and executive experience as well as special training. *Well-qualified business men* and *women* are also employed on a part-time basis to teach courses.

Who May Attend?—Anyone engaged in store work or in selling goods or services in any form.

When and Where Are Classes Conducted?—At the most convenient time of the day or night and in the most suitable place in the community. Time and place are set by a local advisory committee made up of executives and employees interested in training.

What Is the Cost?—The time and effort to improve your business efficiency. There is no tuition but a small registration fee may be charged.

(Continued on Page 504)

And We Repeat-

Your fire insurance is one of your most important purchases. Be sure it is right—in every way.

Look to the amount, the coverage, the cost and most important, to the Company.

For better protection, greater service and security, at a saving in cost, call upon the Druggists' own Company.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.

CINCINNATI 2, OHIO

Our Carolina Representatives:

F. O. Bowman
P.O. Box 688
Chapel Hill, N. C.

Ralph M. Crosson
1812 Marion St.
Columbia 3, S. C.

I DISAGREE

(Continued from Page 501)

advertising appeal, but it is completely without real meaning as any business man knows.

Actually there is no basis for antagonism between the independent pharmacies and the chain stores. There is room for both. Each can learn from the other. Both must concentrate on the same goal: better health service to the public.

Perhaps Dr. Elliott made his statment to find out if there was any reaction. There was. If this reaction is sufficient it is certain that not all of the pharmacies will be chain stores.

SALES TRAINING

(Continued from Page 503)

How Can Classes Be Organized.—For this information write to:

T. Carl Brown, Supervisor
Distributive Education Service
State Department of Public Instruction
Raleigh, North Carolina

EVERFRESH PRODUCTS

Jet-Propelled Sales Starters!

Neat, modern packages plus famous quality make the name Everfresh a leader everywhere! Join the money-making druggists over the Nation who sell to customers who buy Everfresh *by name!*

Also the new body refreshant, Bathol — "The Air Conditioner of the Skin" for men or women. Write today!

STOCK YOUR SHELVES WITH THESE FAIR TRADED PRODUCTS

Everfresh Aspirin, 5 gr., Everfresh Milk of Magnesia, *Everfresh Citrate, *Evercol Isopropyl Rubbing Alcohol, with or without wintergreen; *Everfresh Ethyl Rubbing Alcohol.

WRITE NOW FOR FREE FOLDER WITH COMPLETE PRICE LIST.

* Fair Traded

THE McCAMBRIDGE & McCAMBRIDGE CO.
2201 Eagle Street Baltimore 23, Md.

Mist from the Mountains

By JAMES W. HARRISON, Asheville

Rollins Buys Shigley's Drug Store

P. D. Rollins, for ten years clerk in Shigley's Montford Avenue store, purchased it from H. H. Shigley on September 8. Mr. Rollins reports good business with the same sales force. Connie Wilson is prescriptionist. The bus drivers of the Montford Avenue and the Montford-Tacoma lines, who once called off that particular bus stop as "Shigleyville" have already become accustomed to calling it "Rollinsville."

Shigley still retains his Biltmore store.

After a siege of pneumonitis that needed two periods of hospitalization this reporter is back on the job with Dr. T. C. Smith Company. Two grams of Ferrous Sulfate each day and fifteen units of Liver Extract twice a week are putting his blood "in the red" again.

Asheville Drug Club News

The regular December meeting was held in the George Vanderbilt Hotel December 13, with 51 present. In addition to the business program there was a talk on Communism by Dr. Nelson Bell, practitioner of Asheville and Montreat and for twenty-five years a medical missionary in China. The Upjohn Company, through their representatives, W. P. Wortman and B. R. Dover, presented a sound picture, "Release of Energy from Food."

The members endorsed the WNC Hospital project and pledged their support to the plan calling for the erection of the new hospital and planned for a talk on this project by Harold Cory, general chairman of the WNC Hospital association at the Club's January meeting. A committee of W. A. Ward, chairman, Moss Salley and Roy Johnson was named to further these plans.

The program committee for the January meeting, Joe Radford, chairman, David Blau and Charles Sisk was named. The nominating committee to nominate officers of the Club to be elected in February is composed of Jim Harrison, chairman, and P. D. Rollins and Don Plemmons. The election will take place at the February meeting and the new officers will begin duties in March.

The Club voted to donate $25.00 for the purpose of purchasing Streptomycin for Harold Sluder, young victim of osteomyelitis at the Asheville Orthopedic Home. This sum was augmented by $51.00 gained in a "hat-passing" procedure, to total $76.00.

Drug Travelers representing several houses were present. Dr. N. H. Matros, Asheville physician was a visitor and was very favorably impressed with the program.

Dr. Bell, in his speech on Communism, first defined it, explained its aims and methods, outlined its dangers to us, then, unlike the usual so-called "reformer," presented methods and plans to combat the evils and dangers of that ideology so at variance with our American democracy. This able speaker knew his subject well, having been in close contact with the methods and results of this ideology during his stay in the Orient. Numbered among his friends are China's generalissimo, various envoys and government officials. The title of Dr. Bell's speech, "Red is more than just a Color" is a phrase fashioned by this reporter while preparing the printed programs for the Club meeting and appropriated by Dr. Bell who used it as a *motif* governing his definitions of Communism.

How to Make More Money PHOTO FINISHING

Extra Business without Adding a Penny to Cost!

Now there's a new way to get a lot of extra photo-finishing business without turning a finger for it—without any more overhead—without adding a penny to your sales expense. All you have to do to get this extra business and this extra money is to mail the coupon below.

Our plan is simple enough. But it *works.* That's the main thing. We advertise in newspapers in several Southern States. In these ads we feature our photo finishing service and our new "Pocket Photos." We turn over all orders to our druggist friends who are associated with National Photo Service.

This plan has worked so well that our business is growing bigger every day. Right now we need more progressive druggists to represent us and grow with us. We need ONE such druggist in every town and city in all the Southern States. To these druggists—but to *only one in each town* —we turn over all orders for photo finishing that we get.

It costs nothing to join "National Photo Service." There are no dues or assessments. Just tell us that you are interested in the plan. Remember, only one druggist in each town will participate in profits. It is simply a case of first come, first in. If you are interested, simply mail the handy coupon for full information and all money-making facts. No cost or obligation. Mail coupon now.

MASTER PHOTO DEALERS' FINISHERS' ASSOCIATION
A National Organization
MEMBER
"Remember the Day With Snap-Shots"

"National Photo Service"
APPOMATTOX, VA.

MAIL NOW

NATIONAL PHOTO SERVICE
Appomattox, Virginia

I'm interested in your plan designed to increase my Photo Finishing Business. Without cost or obligation, please rush facts by return mail

NAME .....

Company .....

Address .....

Tar Heel News Notes

Charlotte—Plans are now underway for the establishment of a hospital pharmacy in Presbyterian Hospital. J. H. Rosser, of High Point, will supervise installation of the department and act as chief pharmacist.

Tarboro—R. H. Parker of Belhaven and Columbia has accepted a position with Tarboro Drug Company. At one time Mr. Parker operated a pharmacy in Durham.

Durham—Grey B. Kornegay, after approximately four years of Army life, is back in civilian clothes and preparing for the future by continuing his educational work looking towards a Ph.D. degree . . . he is located at Duke University . . . plans to eventually do research work.

Canton—James R. Casteel, who recently became associated with Martin's Drug Store, reenlisted in the Army on December 10 . . . he returns to service as a Lt. Colonel.

Greensboro—Dave Shreve, after a bit of summer work for Justice Drug Company, has returned to St. Petersburg, Florida . . . his address: 1810 Twenty Eighth Avenue, N.

Durham—Durham's most recent pharmacy—the Broad Street Drug Company—opened for business shortly before Christmas under the management of Oscar Umstead . . . the store is situated near Watts Hospital.

Whiteville—Gerald D. Hege has resigned his position with Horne's of Fayetteville to go with Guiton's Drug Store. Thurman Q. Owens, formerly with Guiton's, purchased part interest in Simmons Drug Company and is now assisting in the management of that concern.

Lenoir—Ebb Smith of Lenoir Drug Company holds the record as the top "rabbit catcher" of the season . . . so far this fall he has trapped 55 rabbits . . . at 60c each, the present market price, this adds up to a tidy sum.

Swannanoa—Mr. and Mrs. W. A. Ward have returned from a visit to Eastern North Carolina . . . in Raleigh they visited their son, who is studying electrical engineering at State College, and before leaving the city, they made arrangements for their daughter to enter Peace College this next fall . . . a visit to the W. L. West's of Roseboro and an overnite stop at Chapel Hill were a part of the Ward's itinerary.

Charlotte—Shortly after the first of year Sharpe & Dohme's representative out of Winston-Salem will be Howard Fox, now prescriptionist at Sterling Drug Store.

Windsor—Bill Gurley of the Windsor Pharmacy Company returned with four geese following a hunting trip in late November . . . we do not know about the geese, but if the meat compares with the country ham Bill has in his smoke-house, then he's fixed for the holiday season.

Chapel Hill—One entire side of Sutton's Drug Store—about 40 feet of five foot shelving—will be given over to the display of cosmetics . . . a full-time sales representative has been employed to supervise the department.

Chapel Hill—Shortly after the announcement was made Carolina would play in the Sugar Bowl, requests for assistance in obtaining tickets came pouring into the Secretary's Office . . . hurrying over to the ticket office, we found about 200 people already in line . . . ahead of us we noticed W. A. Adams of Angier and Charlie James of Hillsboro.

Mt. Pleasant—Johnson & Johnson's first aid film "Help Wanted" was shown to the Lions Club by Hoy Moose, the program chairman for December 12. Students of Pembroke College for Indians will see this film after the first of the year.

Raleigh—As Ben Coppedge was covering his route for W. H. King Drug Company, someone mistakenly fired a bullet through his car . . . so far the gunman has not been identified.

Products of Superior Merit

Double Your O-N Profits

O-N

SELL O-N COLD
ALONG WITH O-

SKIN ITCH ANTISEPTIC

for itch and burn of
ATHLETE'S FOOT
ringworm and similar irritations

IN DEMAND THE YEAR ROUND

$2.80 Dozen

2 Bonus

35c RETAIL

OVER 200 NEWSPA
AND OTHER RA
SCHEDULES

O-N

FOOT POWDER

COMPANION TO
O-N ANTISEPTIC

Your Customers will com
back for More

RETAIL 35c

EVERY SEASON IS OPEN
SEASON FOR THIS
PRODUCT

ORDER FROM

OWEN DR
SALISBURY

Always in Demand

Sell in Pairs

ABLETS
LIQUID

S, PLUS GRADY COLE
. ALSO FOOTBALL
'C. CONSTANT.

O-N

COLD TABLETS

COMPANION TO
O-N LIQUID

Pushed by Powerful Radio Campaign. Stock!

RETAIL 15c

$1.20 Doz. 2 Bonus

Contact Wholesaler Immediately

UR WHOLESALER

G COMPANY
NORTH CAROLINA

for

COLD
DISCOMFORTS

Breaking all sales records!

$2.80 Dozen

2 Bonus

35c Retail

Our Sincere Appreciation To You, Mr. Druggist

★—FOR your patience and consideration during those trying days of merchandise shortages and operational difficulties . . .

★—FOR your loyalty and continued patronage which were responsible for the success of our business . . .

★—FOR the privilege of gaining your friendship and having it grow and strengthen through the years . . .

☆—FOR these and many other things we are most grateful. . . . In return, it will be the earnest endeavor of every member of our firm to continue to merit your trust and good will . . .

WE SAY AGAIN—MANY THANKS TO YOU

and BEST WISHES

for the

NEW YEAR

☆ ★ ★ ★

ROBERT R. BELLAMY & SON

Some Mistakes To Be Avoided

CASE NO. 1

"Using Old Label"

The plaintiff, a stone mason, sent a bottle labeled "Carbolic Acid" to a drug store to have the bottle filled with Arnica, to use on an injured finger. By mistake the bottle was filled with Carbolic Acid, and the old label was not removed, nor a new label pasted on the bottle. The drug was used on the injured finger, which in consequence had to be removed. The court held the druggist liable, saying that the negligence of the druggist was the proximate cause of the injury, and that the injured party was not guilty of contributory negligence because he used the Carbolic Acid to his injury, not heeding the old label, but supposing the liquid to be Arnica.

CASE NO. 2

"Secret Instructions to Clerk No Defense"

A druggist employed a boy about 18 years of age as a clerk in his store. A customer asked for 10 cents worth of Cream of Tartar. The boy by mistake delivered to him Tartar Emetic, wrapping it up in an ordinary paper package without a label. A fatal injury resulted. Evidence showed that the clerk was forbidden to sell drugs, so the druggist contended that the act being outside the scope of authority of the clerk, the employer should not be held liable. Notwithstanding this, the court held the druggist liable, saying: "The evidence shows that at the time the purchase was made, the clerk was in sole charge of the store. There is no proof that the customer knew, or had any reason to surmise, that there was any limitation on his authority. If one enters a store and finds a person apparently in charge, in the absence of notice to the contrary, he has a right to presume that such person is authorized to sell any ordinary article of merchandise kept for the purpose of sale and to rely upon him procuring and furnishing the article asked for. Even though the clerk disobeyed his instructions, it is a settled principle that a master is liable for the consequences of the negligent conduct of his servant, committed in the course of his employment, although the particular act complained of was unauthorized by the master, and was done in disobedience of his commands."

CASE NO. 3

"Liability of Druggist for Unsafe Condition of Premises"

The plaintiff, as a customer, was lawfully in the defendant's drug store and was injured by falling over a machine situated near the door in the defendant's drug store. The court held that the plaintiff was lawfully in the store, and while there, the defendant owed her the duty to use ordinary care to keep the premises in a reasonably safe condition for her use as a customer. The store sold soda, drugs, and the articles usually dealt in by the proprietor of a retail drug store. The jury could find from the evidence which included the plan, that when viewed in connection with the volume of patronage as described by the plaintiff, the machine over which the plaintiff stumbled and fell as she turned from the soda counter to pass out of the store, had been placed too near the entrance to permit customers to make their exit safely. The defendant in the exercise of due care should have discovered this probable danger and removed the machine. While the case is close, we cannot say as a matter of law that there was no evidence for the jury of the defendant's negligence.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

"Best Wishes for the New Year"

TO ALL of our friends we express our sincere appreciation for the privilege of serving you during the past year. While we realize there were shortcomings, it is our fervent hope that in 1947 it will again be possible to supply you with an abundance of quality merchandise and a service that leaves nothing to be desired.

☆ ☆ ☆

Scott Drug Company
Charlotte, N. C.

A Message

A happy New Year to the members of the North Carolina Pharmaceutical Association.

We now enter the second year of the Atomic Age; a year of great promise and heavy responsibility. But with lessening governmental controls, an increased flow of brand merchandise, peak employment of trained sales personnel and other favorable factors now developing, the outlook is most promising.

The Association has tried to live up to its responsibilities during the past year; it expects to strive diligently to exert honest and useful leadership in 1947. In order to achieve this, we will need the active support of every member of the Association as well as its two affiliated groups: The Woman's Auxiliary and The Traveling Men's Auxiliary.

In many respects 1946 was a most successful year for the N. C. P. A. For the first time in a decade, membership passed the thousand mark. The VA Pharmacy Service Program was inaugurated; Fair Trade strengthened; district organizations set up; Institute of Pharmacy and Research Foundation programs initiated. To successfully promote these various activities, many of you gave generously of your time and money. Our grateful appreciation to you for your contributions to pharmacy's progress.

E. C. DANIEL, *President,*
N. C. Pharmaceutical Association.

RESEARCH FOUNDATION

(Continued from Page 499)

the laws of the State of North Carolina upon corporations.

Gifts or donations to the North Carolina Pharmaceutical Research Foundation, Inc., may be either of two kinds: (1) those gifts or donations which designate the object or objects for which the gift is to be applied shall be known as "designated gifts"; and (2) those gifts or donations made to the corporation without any designation or specification of the particular object or objects for which the gift is to be applied shall be known as "undesignated gifts."

LOOKING AHEAD WITH *PAL*

Another year draws to a close and our plans for 1947 are getting their final touches—plans for increased production, wider distribution and heavier promotion and sales support for Pal Blade dealers. So far we can tell you 1947 will find Pal nationally advertised in—

SATURDAY EVENING POST COLLIERS
LIFE TIME ESQUIRE

Full schedules of full column space in these top magazines that are read by thousands of men of your own community, many your customers.

Plan to cash in on this Pal promotion when *you* look ahead by becoming known as a druggist who carries Pal Hollow Ground Blades—

The Blade It Pays to Push

PAL *hollow-ground* RAZOR BLADES

DOUBLE OR SINGLE EDGE—*RUST-RESISTANT*

PAL BLADE CO., INC. 595 Madison Avenue 22, N. Y. C.

Therapeutically Effective

Ethically Promoted

Priced Right

Children appreciate the palatable taste of Livitamin

LIVITAMIN presents *all* the factors known to be useful in the correction or prevention of secondary anemia—iron in highly available colloidal form, B vitamins for correction of the usually present deficiency and for better iron utilization, and liver concentrate.

Full page advertisements on Livitamin appear in 38 medical journals. Livitamin is strongly supported by direct mail advertising and by aggressive detailing. Literature is available upon request, for distribution to physicians in your community.

Supplied in pleasant-tasting, easily administered liquid form, Livitamin is indicated not only in secondary anemia, but also during pregnancy and lactation, before surgery, and to hasten recovery after infection, prolonged illness, or surgery.

CHECK YOUR STOCK OF LIVITAMIN NOW

Massengill products have the quality that makes them profitable

LIVITAMIN

SEMCO

THE S. E. MASSENGILL COMPANY

BRISTOL, TENN.-VA.

NEW YORK • SAN FRANCISCO • KANSAS CITY

It's a hard pill t'swallow . . .

TRADE MARK

by J. L. Cobb

(Hold this copy of the JOURNAL at arm's length on center with the bridge of your nose, then pull Ph'ill up to your nose very quickly . . . and presto, Ph'ill will try to swallow the pill for you.)

A great teacher once wrote: "When that which is perfect is come, that which is in part shall be done away."

All too many of us strive daily to reach perfection—in our social life, in our spiritual life, in our business life, *doing things* half-heartedly, *in part*, in fractions instead of putting *everything we have* into the doing. Everything we have means *our perfection*, our all, our 100% effort.

We see here and there a drug store, or a pharmacy, long established and doing a very nice business according to the accepted standards of 1898 and the early 1900's—yet *failing utterly* according to the standards of To-Day all for the lack of just a little *vision*, a little creative *imagination*, the will to *change* with the times! That which is (more) Perfect comes in; opens a modern drug store in the block and the "Old-Timer" is soon done for. It's a *sad, sad* story.

Another *great teacher* once wrote: "Where there is no vision, the people perish."

Our servants, our officials and duly elected leaders in North Carolina Pharmacy have had a great vision, The Institute of Pharmacy. Through countless hours of honest toil and great effort they have *blue-printed* their visions into a great *plan* whereby Pharmacy in North Carolina "*may not perish*" but *flourish* as a beacon light on a wave-whipped rocky shore—guiding and lighting the way to Pharmacy-Nationally and later perhaps Pharmacy-Universally. The *key* to the plan is 100% cooperation and support from the *lowest* to the *highest*: the humble clerk and $20 that might otherwise have been spent on a week-end party—the head of a manufacturing laboratory and his $1,000 that might otherwise be taken away in new taxes.

We hear a great deal these days about *better public health drives.*

The North Carolina Institute of Pharmacy is a great movement with its *goal* not only *better*, but, in the end *perfect* Public Health through 100% cooperation with the other health professions: Dentistry; Medicine; Nursing; Social-Work; Education; and 100 etc's.

The hard pill to swallow this month is: Those Pill-Rollers who until now have failed to *catch* this great *vision*, or, who if they *do have the vision* caught, have failed

(Continued on Page 517)

That famous telephone cue is heard every Thursday evening on the top-ranking Sealtest Village Store radio program. It is a signal for the local announcer *right in your home town* to come on the air and sell the Sealtest Ice Cream flavors and specials that you are then featuring.

No other leading program has this unique *local selling*. Why, it's like telephoning a personal message to thousands of homes in your community.

Yet this is only *one* powerful force in the great Sealtest Plan to increase sales for local Sealtest dealers. No wonder Sealtest is the largest-selling ice cream in America by an overwhelming margin.

If you are not already a Southern Dairies Sealtest Dealer, why not write us for details?

Hear This Powerful Selling
For Yourself Every Thursday
Evening Over N.B.C.

Tune in the
SEALTEST VILLAGE
STORE PROGRAM
Starring JACK HALEY
with EVE ARDEN
and famous guest stars

Sealtest
ICE CREAM

Southern Dairies

Narcotic "Don'ts" for the Pharmacist

Issued by Treasury Department—
U. S. Bureau of Narcotics

Don't leave Rx pads around. Caution the doctors you supply. —Addicts want them for effecting narcotic forgeries.

Don't leave narcotics exposed near your wrapping counter. —Drugs disappear this way. Check receipts on your order forms.

Don't accept an Rx written in pencil. —It is not a valid order even when written by a physician.

Don't fail to scrutinize Rxs when written —Morph. H.T. ½ No. X, or Morph. H.T. ¼ No. 10. —Several X's or a zero can be added to raise amounts. Spelling or brackets obviate this possibility.

Don't carry a large stock of narcotics. Only a three months' supply is good practice. —Addicts are breaking into pharmacies and hospitals to get their needs.

Don't leave the narcotic safe open, or leave the key inserted in the lock. —Keep narcotics locked up and make it harder to effect robberies.

Don't place your narcotic stock where it is accessible to others. —Avoid storage near sink or toilet. Customers may ask to use these.

Don't leave anyone alone in the back of your store if you can avoid it. —Cabinets have been pilfered this way. Addicts pose as salesmen or ask to use your back room.

Don't become rattled by a rush request to fill a narcotic Rx. —Claim for emergency use may be made to create confusion and pass a forgery.

Don't be taken in by a person wearing a white uniform presenting a narcotic Rx. —Addicts have posed as nurses to mislead pharmacists and place them off guard.

Don't fill telephone order for narcotics unless you are assured the Rx will be available upon delivery. —Bogus doctor calls are made to effect delivery to addicts. Watch change racket along with this method.

Don't fill Rxs for unusual quantities of narcotics unless checked with physicians. —Diversions to addicts is a profitable business, as much as $1.00 for ¼ gr. MS.

Don't refill narcotic Rxs without getting a new Rx. —Fairly large shortages eventually occur through this practice.

Don't hesitate to call the physician about a narcotic Rx you may be questioning. —The pharmacist is held responsible for filling forgeries. The doctor's cooperation should be sought.

Don't supply a doctor with his office needs on a Rx blank. —The law requires use of official order forms filled by a wholesaler. You can fill them for sols. up to 1 oz. 20%.

Don't dispense any exempt narcotics without keeping a record. —You must account for disposition of your purchases.

Don't break the law to accommodate others or for business expediency. —Explain the regulations. The doctor or customer will cooperate if he sees the point.

Post in Rx Department
As a Reminder To Yourself and Staff

HARD PILL

(Continued from Page 515)

to come through with their pledge and first-payment checks.

Now here is a fool-proof plan for raising the extra funds which you plan to put into the Institute's pooled building fund: For the next 20-odd months put a little extra-over-and-above effort into your own over-the-counter *merchandising* right there in your own store! This will result in extra profits. From the extra profits your *investment* in donating to the *building fund* costs you not one cent; John Q. Public will pay "the Freight," as he always does anyway! And you'll have extra profit left over for your *growing, coming store-with-a-vision Pharmacy.*

Ph'ill says: "What the Heck! When the Pill seems Bitter—remember you boys are *real Pharmacists!* You got ed-ji-kation, ain't you? *Then enteric coat the darn pill* as per the above fully outlined plan!!

Board of Pharmacy News

J. G. Ballew, President....Lenoir
W. A. Gilliam.....Winston-Salem
Roger A. McDuffie.....Greensboro

I. T. Reamer.....Durham
F. W. Hancock, Advisor...Oxford
F. O. Bowman, Atty...Chapel Hill

H. C. MCALLISTER, *Secretary-Treasurer*
Chapel Hill, N. C.

Are You Willing to Pay the Fare?

Hardly a month passes in which an author in one of our pharmaceutical journals does not lament the fact that "Pharmacy should be returned to its rightful place of respect in the minds of those it serves." This is not only true of the authors. As long as we can remember, some pharmacists have been griping about the lack of esteem which the profession is accorded. How many times have we heard "If I had it to do over again I'd never go into retail pharmacy?" After awhile one gets a bit weary of this trite theme.

There are as many diagnoses of the ills of pharmacy as there are complaints. What is most lacking is treatment. One outstanding source of inflammation contributing to pharmacy's sore is the apparent abandonment of legal responsibility on the part of those operating drug stores in seeing that pharmaceutical service be rendered only by or under the immediate supervision of a licensed pharmacist. Our inspection work has revealed that this is a problem of serious proportions. Under these conditions it is difficult to get the general public to view with any distinction an enterprise which can be carried on by any person who has been taken into the drug store and after several months is permitted to carry on those practices which we claim should command the respect of those it serves.

It would seem that the logical rebuttal to this argument is to see that the law is enforced. Indeed, this is a good point. However, it is impossible for the Board of Pharmacy to police every drug store in which these practices are found. We must have a more earnest desire on the part of those who are contributing to this condition to correct it and less of the "enforce the law on the other fellow, but leave me alone." To these persons and to those who feel that they are being abused by remaining in the practice of pharmacy we would say that they and the public would be better off if they transferred their "energies" to other fields of endeavour. Unless everyone in pharmacy is willing to do his share by accepting the responsibilities of this "honored position" it will never be realized. Honor and respect come only as a result of acts which deserve them. We suggest more doing and less talking.

Prosecutions

In accordance with the adopted policy, all of the prosecutions under the pharmacy law are reported in the JOURNAL. The following case has been completed by the Board:

STATE OF NORTH CAROLINA
Wayne County
State vs. L. A. Long
IN THE COUNTY COURT OF WAYNE COUNTY
Before Paul B. Edmundson
Judge County Court of Wayne County

Harmon C. McAllister being duly sworn, complains and says upon information and belief that at and in said County on or

about the 20th day of August, 1946, L. A. Long, not being a registered Pharmacist did unlawfully and wilfully *Operate* a Drug Store in the Town of Mount Olive, N. C., said Drug Store not being registered with the North Carolina Board of Pharmacy in violation of G. S. of N. C. Sec. 90-75 and Sec. 90-73; and did sell at retail. Drugs in violation of G. S. of N. C. Sec. 90-74 and 90-72; and said drug being misbranded in violation of G. S. of N. C. Sec. 106-134 subsections "b" "f" "j" and "k"; and did prescribe a medicine to a person and sell to him such medicine for the purpose of treatment of a venereal disease, in violation of G. S. of N. C. Sec. 130-213 against the form of the statute in such cases made and provided and contrary to the law and against the peace and dignity of the State.

(Signed) Harmon C. McAllister.

Sworn to and subscribed before me, this the 11th day of October, 1946.

Clara Gardner, Dept. Clerk Superior Court and Clerk ex-officio County Court of Wayne County.

Upon the foregoing affidavit warrant was issued and served on defendant and he was tried upon said warrant in the Superior Court of Wayne County and the following judgment was entered.

North Carolina
Wayne County
In the Superior Court
Paul B. Edmundson, Judge
State vs. L. A. Long

The defendant tenders a plea of nolo contendre. Accepted by State. Prayer for judgment continued for 2 years on payment costs. Good behavior of the defendant until further orders of the court and upon further condition defendant does not during said two year period violate any of the laws of N. C. regulating the practice of Pharmacy and general drug store operation.

New Registration

Since last reported in the Journal, the following drug store has been registered: Lafayette Drug Company, Lillington (change of ownership).

Reaco

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules
$9.00 Doz. 100s

A. E. P. Tablets
$20.00 Doz. 100s

Pyridoxine HCl (B6) 10 mg. Tablets
$3.00 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$6.00 per 100

Reavita Capsules
$30.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated.

Reaco Products

P. O. Box 1922

Durham, North Carolina

Distribution Trends

Two entirely different trends are apparent not only in the drug trade but in jewelry, hardware, electrical, and other trades. We anticipate that disorderly stores masquerading as drug stores will disappear, but the good drug stores, both large and small, will last longer than many products they now sell.

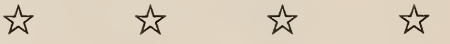
There have always been changes in the kind of products sold by drug stores, but there have always been drug stores and there always will be. If we did not think so, we would quit publishing this magazine. Our whole future is wrapped up in the continued success of able independent druggists and we have complete faith in their ability to meet these changes.

The first trend indicates that ordinary non-prescription items requiring little or no retail sales ability are likely to be sold wherever the public will buy them. Some of these common products may eventually be sold by slot machines on street corners, but no drug store, worthy of the name, is dependent upon such items for its existence. Nevertheless, although products of this type need and deserve no selling energy, they should be displayed and used as traffic builders by drug stores as well as other stores.

The other and equally significant trend is toward more selective distribution of quality items that must have store support. Manufacturers of distinctive high grade cosmetics and sundries are beginning to restrict their distribution to drug stores, department stores, and other stores that reflect quality and integrity. Those who are selecting retail outlets according to appearance and reputation, rather than size and volume, are getting the active support of independent druggists who operate high grade drug stores.

Many store improvements are now being made by druggists, and no manufacturer of a quality item that needs retail selling effort should overlook any druggist who requests consideration of his store as a desirable outlet. Whether his drug store is large or small, he deserves favorable consideration providing his drug store is clean, attractive, and well arranged for merchandising quality items.

To say that these trends in distribution of non-pharmaceutical products are going to put retail druggists out of business is an insult to every self-respecting druggist. On the contrary, we believe that these developments will result in more distinctive drug stores and better public regard for pharmacy itself.—JOHN W. MCPHERRIN, Editor, *American Druggist*.



JUSTICE DRUG CO.

North Carolina Service Wholesaler

GREENSBORO, N. C.

Address by Dr. Sensenbach Features High Point-Thomasville Drug Club Meet

Following an address by Dr. C. W. Sensenbach on the aims and objectives of the Good Health Association, the High Point-Thomasville Drug Club at their meeting on November 20th, passed a resolution endorsing the objectives of the association and pledging its support to the organization in improving public health throughout the state.

President J. V. Farrington named the following committee to work out practical ways and means of supporting the association in its efforts to secure more doctors, more hospitals, clinics and better health facilities for the state: A. E. Galloway, W. B. Harris, I. Tilles, and A. A. Koonts.

W. J. Smith of Chapel Hill, also addressed the monthly meeting of the club which was preceded by dinner at the Sheraton Hotel. Smith discussed the details of the veterans administration pharmacy service plan and also discussed plans for the N. C. Institute of Pharmacy.

A color movie entitled "And Now for Tomorrow" tracing the development of the drug store and offering suggestions for tomorrow toward increasing the efficiency and attractiveness of stores, was shown.

President Farrington announced the appointment of the following committees: Program—Joe Stamps, Chairman; A. E. Galloway and J. R. Teague. Social—W. B. Harris, Chairman; George Covington, Mrs. Fred Williams, and E. R. Anderson. Publicity—A. Coke Cecil and D. A. Dowdy. Sick Committee—J. T. McGee and Maurice Brame. The following to serve as board of directors were also named: A. A. Koonts, Chairman; L. M. Ingram, E. L. Webb, Sr., and C. A. Ring, Jr.

"Drys" Predominate

Of 695 prescriptions tabulated by Mr. Stroud Brewer of Brewer's Drug Store, Durham:

24 were ointments
83 were dropper type Rxs
189 were liquid Rxs
399 were "drys" (tablets, capsules or powders).

S. & D. Immunization Campaign Useful Service

Since Sharpe & Dohme inaugurated their immunization campaign three and a half years ago, over 45,000 different doctors have written in asking for the firm's immunization record cards. 4,000,000 Immunization Record Cards have been distributed to doctors and boards of health, and over 200,000 copies of the booklet "Immunization and Today's Children" have been sent out by Sharpe & Dohme.

All this adds up to better health; to saving the lives of thousands of children. Sharpe & Dohme is to be commended upon this educational work which aids the physician in extending his usefulness to the public. It is heartening to know Sharpe & Dohme intends to continue the campaign as long as it is a service to the public and to the medical profession.

A Letter from Germany

Jack Ranzenhofer, a graduate of the U. N. C. School of Pharmacy, writes from Germany:

"I am now located at the Post Hospital for prisoners of war. This camp, which was formerly the notorious Dachau Concentration Camp, is now a prison for thousands of ex-S.S. troops who are awaiting trial for war crimes.

"Every day many are tried here—the more important are sent to Nürnberg, but at one time or another they are located here.

"At this time everything is confused as there are only five medics (1,000 bed hospital) with a civilian administrator and a civilian doctor (ex-Army Captain). Everyone else on the staff is German, most of whom are or were prisoners and are now trustees."

Marriage

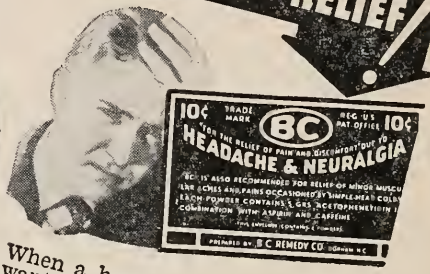
Mrs. Delt Wilson has announced the marriage of her sister, Miss Mary Margaret Seay, to Rudolph Warren Hardy of Sylva on November 26. Following graduation from the University of North Carolina Pharmacy School, Mr. Hardy became associated with The Sylva Pharmacy, later buying part interest in the drug firm.

THESE EXTRA SALESMEN ARE WORKING FOR YOU EVERY DAY
AT NO COST TO YOU!

RELIEVE THAT HEADACHE QUICK! WITH "BC"

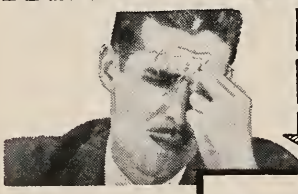
Headaches. neuralgic pains, minor aches and functional

Headache? GET QUICK RELIEF!



When a headache strikes and you want relief...and want it in a hurry ...try a quick-acting "BC" Headache Powder. The "BC" formula is a special combination of several time-tested ingredients widely known for their relief-giving effectiveness. "BC" also relieves muscular aches and neuralgic pains. 10c and 25c Caution: Use only as directed.

FIRST AID FOR THAT HEADACHE!



Don't suffer needlessly with time-killing headaches. Try "BC" when headaches, neuralgic pains or minor muscular aches strike. Caution: Use only as directed.

WORKS FAST TO EASE THE PAIN

BC

Handy 10¢ and 25¢ Sizes. Get one today.

HELP THEM BY PROMINENTLY DISPLAYING

B. C. REMEDY CO.
DURHAM, N. C.

Student Branch Brewings

By PAT BURGISS

Congressman Durham Speaks at Student Branch Meeting

At the November meeting of the N. C. P. A. Student Branch, we had as our speaker one of the most distinguished pharmacists in the state, Congressman Carl T. Durham. After his introduction by the program chairman, Robert Seaborn, Mr. Durham spoke on the pharmacist's relationship to the public in the maintaining of good health. He compared the pharmacist as a professional man in different countries of the world, gained from his own travel experiences. Then he urged the students to take advantage of the greater modern opportunities in their field.

Leaving the next day for Washington to confer with an official about the need for a Pharmacy Corps in the Army, Mr. Durham explained the difficulties and opposition he was meeting in trying to get the Corps established.

Notes from Here and There

A better Student Branch is what we want! So a suggestion box has been placed in the hall of the Pharmacy Building, and anonymous suggestions have been pouring in all month. These will be taken up at each meeting and discussed. We haven't found one asking for Lana Turner on a program yet, but wouldn't be surprised if it appeared any day now! After all there is nothing like trying.

On November 13, Howell Hall Auditorium rang with the unfamiliar sounds of tap dancing, and ragtime music. Faculty and students alike were guests of the Parent organization at an entertainment program with Mr. A. C. Cecil of High Point acting as master of ceremonies and magician. And Mrs. May Haley's "Maple Leaf Rag" was so good that Oscar Oswald, the materia medica skeleton, all by himself upstairs, probably did a quaint little jitterbug step.

In a more serious vein the Student Branch is working along with our highest honorary fraternity. A free membership to the N. C. P. A. is to be given to the first year student who makes the best scholastic record for the first term. Now, if that person keeps on working, it won't be long before he can dangle a shiny Rho Chi key on his watch chain.

Programs for the Year

The state association is offering twenty-five dollars to the student organization which gives the best program for the year at Student Branch meetings. Phi Delta Chi, the Pharmacy Senate, Kappa Psi, and Kappa Epsilon are competing under rules drawn up by the program committee under the direction of Bob Seaborn. The programs will be judged on basis of: (1) Educational value; (2) Originality; (3) Mode of presentation; (4) Judge's opinion of time spent in preparation; (5) Audience interest.

Acting as judges are Dr. M. L. Jacobs, Dr. H. M. Burlage, Dr. J. E. Adams, representing the faculty; H. C. McAllister, representing the N. C. P. A.; and Al Jowdy, representing the student body.

Howell Hall

Happenings

TOMMIE HOLDEN, *Reporter*

This quarter has speeded by in a hurry and exams are upon us. Everyone has been busy with plans for Christmas functions. The Christmas spirit is in the air at Howell Hall.

During the Student Branch meeting of the N. C. P. A. on November 11, Dave Masengill, President of the Student Body was tapped into Rho Chi, the honorary scholastic society of pharmacy. Preceding the tapping, Mildred Showalter, President of Rho Chi, gave a brief history of the Society. As a stunt before the audience Mr. Masengill had to sell Livitamin, a product of S. E. Masengill, to Miss Showalter.

A Pharmacy Senate meeting was called to order on November 12th by acting chairman, Evelyn Blanchard. The program consisted of initiation speeches by the new members and proved to be very interesting and instructive to the group. They were: "Drug Store Experiences," Hubert Coffee, Thomasville; "Weak Links in a Chain Drug Store," LeRoy Lanier, Wallace; "Personal Experiences in a Drug Store," Alvin Moore, Tarboro; "Personal Observations in a Drug Store," Bob Seaborn, Victoria, Va.; "Penicillin Ophthalmic Ointment," Evelyn Stutts, Cameron; "Making the Most of Interior Displays," George Mathews, Asheville.

At a regular meeting of the Phi Delta Chi fraternity on November 18th, the fraternity pledged the following: Albert Moore and Malcolm Nicholson, both of Tarboro. The fraternity is starting a building fund in the hopes that they will be able to build a permanent house in the near future. Each alumnus member is being solicited for contributions towards the fund. The group has been busy this month with plans for their N. C. P. A. program, the first of a series to be sponsored by the Student Branch. Allen Sinclair and John Rhem are co-chairmen of the program committee.

Kappa Epsilon held a regular business meeting on Tuesday evening, November 19. At this time a Christmas party for the members of the sorority was planned for December 10th.

On Tuesday evening, December 3rd, the members of Kappa Epsilon entertained their pledge, Doris Bizzell, with a social held in the sorority room. Refreshments of Pepsi Colas, sweet buns, cookies, and nuts were served by Evelyn Blanchard and Patsy Burgiss.

On Tuesday evening, November 26th, a meeting of the Pharmacy Senate was held with Jean Sunder acting as chairman. Two new members presented their inaugural speeches: "Personal Experiences in a Naval Pharmacy," Steve Uzzell, Black Mountain; "Why Place Price Tickets in Show Windows?," Al Rachide, New Bern. During the bnsiness session plans were made for the N. C. P. A. program to be presented by the Senate in February.

A meeting of the Pharmacy Girls' Association was called to order by the President, Peggy Ann Costner, on November 27th. At this time a Christmas party for the Student Body was planned. The following committees were appointed: Decorating, Doris Gilliam, chairman, Nina Moseley, Jean Synder; Entertainment, Chick

Slack, chairman, Joan West, Jane Redman; Refreshments, Doris Bizzell, chairman, Lena Silvers, Llewellyn Tart; Gift, Evelyn Blanchard, chairman, Mary Jane Failing, Evelyn Stutts.

A meeting of Rho Chi was held Wednesday afternoon, November 27th. The main order of business at the meeting was a discussion on the revival of the custom of Rho Chi to make a suitable award each year to the second year student having the highest scholastic average in his class for the first three quarters of work. It was voted to resume this custom.

At a meeting of the Student Branch of N. C. P. A. on December 4th, Wallace Guess, Durham, was presented with a volume of the "Handbook of Chemistry," the Rho Chi award for his high scholastic attainment during his first three quarters of work.

A meeting of the Dean's Cabinet was held on Tuesday evening, December 3rd. This representative group of the Student Branch meets with the Dean once a month to discuss the serious problems of the School. This group has made fine progress in its function as a liaison body between the students and the administration.

On Monday evening, December 9th, the Pharmacy Girls' Association entertained the Student Body and members of the faculty and their wives with a Christmas party held in the Roland Parker Lounge of Graham Memorial. The Christmas spirit was prevalent throughout the room. Streamers of red and green crepe paper were draped from the rafters, and a lighted Christmas tree stood in one corner of the room. The guests present enjoyed games, dancing, and the singing of Christmas carols around the tree. "Santy" remembered each one with a small gift. Delicious refreshments of punch, cookies, candy, and nuts were served to the guests.

V.A. Briefs

More than 900 veterans of the Indian Wars that ended 48 years ago were receiving Veterans Administration pensions on Sept. 30.

PHARMACEUTICALS

The Utmost in

Scientific Control

MANUFACTURING CHEMIST L. P. MAYRAND GREENSBORO NORTH CAROLINA

The Little Tree That Became the Symbol of Peace and Good-will

The time was the week before Christmas in the year 1846—exactly one hundred years ago.

The place was a little apothecary shop on lower Main Street in the quaint and lovely little city of Richmond, Virginia.

Behind the frosty, snow-flaked window, a young druggist placed a small decorated pine tree—and one by one the candles were lighted on each branch of the tree. People passed the shop—old, middle-aged and young—and all stopped to gaze in wonder on their first sight of a Christmas tree—a custom that was soon to grow in Richmond and all over the land—a custom that has brought unbounding joy to the hearts of childhood ever since.

But more than that—the little tree that August Bodeker first placed in his window a century ago has become the real symbol of Peace and Good-will to all mankind. May its spirit live forever!

In this Spirit of Christmas, we extend to each of you the seasons greetings.

BODEKER DRUG COMPANY

1846—A Century of Service to the Drug Trade—1946

RICHMOND, VIRGINIA

Obituaries

DeWITT C. SWARINGEN

The profession of Pharmacy lost a staunch supporter and friend in the death of DeWitt C. Swaringen, at China Grove on November 14th.

Mr. Swaringen was reared in Stanley County and attended school at Norwood. When the Southern Railway extended its line to that town he studied telegraphy after school hours at the railway station. Later he secured a position in the drug store. He liked this work and gradually became interested in preparing himself for Pharmacy as a profession.

John and Walter Scott, traveling salesmen at that time, became interested in him and helped make arrangements for him to go to the Maryland College of Pharmacy at Baltimore to study. While there the late Dr. E. F. Kelly was one of his professors. Mr. Dohme of Sharpe & Dohme helped him find work in Robinson's Drug Store to help defray expenses. He graduated in 1895.

Drs. Ramsaur, Crowell & Stevens owned a drug store in China Grove and wrote to Baltimore to secure a young pharmacist to operate it. The request was handed to DeWitt and after due consideration he accepted the offer.

In a short time he secured entire control of the store and built up a strong business. Several times he was offered good positions in larger towns but he preferred to work in a small town and be his own manager.

Soon after his business became established, he married Ethel Patterson, who belonged to a prominent family in the community.

In 1906 he studied for a year at the Maryland College of Pharmacy, doing postgraduate work.

He operated a successful business until 1923 when he retired. During this period of business, he originated formulae for several household remedies. After his retirement and until shortly before his death, he spent his time manufacturing these products himself, more or less as a hobby.

He was a Life Member of the A. Ph. A. He was intensely interested in the N. C. Pharmaceutical Association and attended the conventions regularly. He had many friends among his co-workers.

His son-in-law, Ralph P. Rogers, operates a drug store at Durham, and his grandson is at present studying pharmacy at the University of North Carolina.

ANDREW McDOWD SECREST

A. M. Secrest, pharmacist of Monroe, died at the hospital there following a lingering illness brought about by a heart ailment with complications.

Mr. Secrest graduated in Pharmacy at the University of North Carolina in 1907. He was employed as pharmacist in drug stores in Whiteville and Wilmington for two years. In 1909 he returned to Monroe and founded the Union Drug Store, renamed Secrest Drug Company when he went into partnership with his brother, Vann V. Secrest, in 1919, and it grew into a large and prosperous business.

Mr. Secrest was also interested in the Secrest Motor Company; he was president of the Farmers Bank & Trust Company, and the local branch of the North Carolina Bank and Trust Company; a member of the board of directors of American Bank and Trust Company; a partner in the Secrest Feed & Seed Company; member of all farm organizations and holder of extensive farming land in Union County; was president of the Wadesboro Production and Loan Association; a former director of the North Carolina Co-op; Chairman of Co. Board of Education for several years; Chairman of the Board of Trustees of Central Methodist Church at Monroe; a member of the Board of Stewards of the Church; a Mason, and a Shriner.

A writer from Monroe says: "The record of Dowd Secrest's life speaks for itself but it does not reflect his personality and friendship with his fellowman. A widely known citizen, he was approached by people of all creeds and color for counsel and he was always willing to do his best for each. His death removes a business leader and a friend from the ranks of the county."

GILBERT K. BESS

Gilbert K. Bess, well-known pharmacist of Sylva, died suddenly at the Veterans'

Hospital at Johnson City, Tennessee. Funeral services and interment were held at Sylva.

Mr. Bess, a native of Virginia, came to Sylva 25 years ago and was connected with the Sylva Pharmacy, having bought an interest in the firm several years ago. He was a public-spirited citizen, as well as serving his community professionally. He was a veteran of World War I.

Pharmacist Fred Hooper served as one of the pallbearers.

LESTER H. YANDLE

Lester H. Yandle of Matthews, died November 20th, after an illness of four days. Funeral services were held at the Matthews Methodist Church.

Mr. Yandle operated the Matthews Drug Company, and was also interested in farming and dairying. He was a member of the Matthews Methodist Church, and of the North Carolina Pharmaceutical Association.

CHARLES HARRY BRADFORD

Mr. Bradford, pharmacist-proprietor of Elam Drug Company, Greensboro, died at his home, 2110 Walker Avenue, following an extended illness.

A native of Fort Mills, S. C., he operated drug stores in South Carolina, Roanoke, Va., and Gastonia before going to Greensboro.

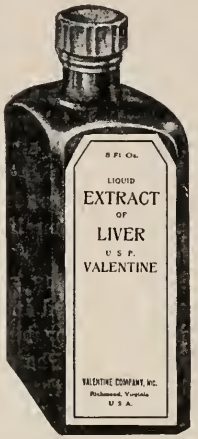
Surviving are his wife, one son, two daughters, one of whom is now studying pharmacy at the University of North Carolina. His mother resides at Fort Mills; there are also two brothers and two sisters surviving.

Funeral services were conducted at Hanes Chapel. Members of the Greensboro Lions Club, and the druggists of Greensboro attended in an honorary body.

SLOOP—WILSON

We regret that two deaths of pharmacists were not called to our attention at the time they occurred, and for that reason we were unable to carry suitable obituaries in these columns. G. S. Wilson, pharmacist at Belmont, died March 20, 1946. L. L. Sloop, pharmacist at McLarty Drug Company, High Point, died September 30th and was buried at Salisbury.

LIQUID
EXTRACT OF LIVER



U. S. P.
VALENTINE

8 ounces net
1 dozen at list
$21.00
Through wholesaler

Valentine Company, Inc.
Richmond, Virginia

BUTTERCUP
ICE CREAM

"IT'S FAMOUS
because
IT'S GOOD"

"GEE! I WISH ALL DRUGGISTS ORDERED IN *Case Lots!*"

YOU'RE RIGHT, JOE! IT'S THE BEST WAY!

it means:

1. BIGGER DISCOUNTS
2. SPEEDIER DELIVERY
3. LESS BREAKAGE
4. BETTER HANDLING
5. EASIER BOOKKEEPING

Yes sir, Mr. Druggist . . . that's the wise thing to do! Buying Alka-Seltzer, One-A-Day (Brand) Vitamins, Miles Nervine and other Miles Products in *Shelf Packages and Case Lots*, puts you in better trading position all along the line—*plus giving you Bigger Profits.* Why not figure out your needs now and put buying on a Case Lot basis? . . . Of course, *you'll sell all you buy!* The demand for Miles Products is *ESTABLISHED*, and now—the largest advertising promotion in Miles history—is *increasing it!*

MILES LABORATORIES, INC., *Elkhart, Ind.*

Established over 60 Years . . . Makers of

ALKA-SELTZER...ONE-A-DAY BRAND VITAMINS...MILES NERVINE

BIG HOLIDAY DEMAND!

Your regular Miles Salesman will put up Special Christmas Counter Displays—that will help remind your customers to "Buy 2 packages instead of one!"

MILES LABORATORIES, INC.

Case Lots and Shelf Packages

Miles Products	Size	Packed	
		Shelf Pkg	Case
Nervine (Liquid)	8 oz.	1	doz
Nervine (Liquid)	1½ oz.	1 doz.	6 doz.
Nervine Tablets	25 Tablets	½ doz.	1 doz.
Nervine Tablets	8 Tablets	1 doz.	6 doz.
Anti-Pain Pills	125 Tablets	½ doz.	2 doz.
Anti-Pain Pills	25 Tablets	1 doz	12 doz
Little Pills	50 Pills	1 doz.	12 doz.
Aspir-Mint Tablets	100 Tablets	½ doz.	1 doz.
Aspir-Mint Tablets	30 Tablets	1 doz	1 doz
Aspir-Mint Tablets	12 Tablets	1 doz.	6 doz.
Alka-Seltzer Tablets	25 Tablets	½ doz.	6 doz
Alka-Seltzer Tablets	8 Tablets	1 doz.	6 doz
One-A Day (brand) Vitamin A & D Tablets	180 Tablets	¼ doz	1 doz
	90 Tablets	½ doz.	3 doz.
One-A-Day (brand) Vitamin B Complex Tablets	30 Tablets	1 doz	6 doz.
	180 Tablets	¼ doz	1 doz.
	90 Tablets	½ doz.	3 doz.
One-A-Day (brand) Multiple Vitamin Capsules	24 Tablets	1 doz.	6 doz.
	120 Tablets	¼ doz	1 doz
	60 Tablets	½ doz	3 doz.
	25 Tablets	1 doz.	6 doz.

Miles
DISCOUNT SCHEDULE
APPLIES TO LIST PRICES ON ALL MILES PRODUCTS

Less than $2	1% cash
$2 to $10	5% trade, 1% cash
$10 to $25	7% trade, 1% cash
$25 to $50	9% trade, 1% cash
$50 to $100	13% trade, 1% cash
$100 and over	15% trade, 1% cash

AH • • •

TIME TO

Feature

PAGE'S CRU-MO

TO RELIEVE DISTRESS OF *Colds*

TUBES $2.00 Dz. 1/12 Dz. Bonus with 1 Dz.

JARS $2.80 Dz. 1/3 Dz. Bonus with 2 Dz.

Stainless—Contains Lanolin

W. H. KING DRUG COMPANY

Wholesale Druggists

RALEIGH, N. C.

"The House of Friendly and Dependable Service"

THE OLD WELL—a landmark on the campus of the University of North Carolina familiar to many pharmacists.

"a health food"

PLEDGE OF QUALITY

We pledge that Pet Ice Cream is made always of pure, fresh, whole milk and pure, fresh, sweet cream.

The fruits, nuts and flavors used are the best obtainable.

Constant vigilance is exercised at all times to make Pet Ice Cream the highest standard of quality.

PLANTS AT:

Greeneville, Tenn.
Johnson City, Tenn.
Kingsport, Tenn.
Knoxville, Tenn.
Morristown, Tenn.
Burlington, N. C.
Charlotte, N. C.
Durham, N. C.
Greensboro, N. C.
Salisbury, N. C.
Waynesville, N. C.
Winston-Salem, N. C.
Hazard, Ky.

PLANTS AT:

Greenville, S. C.
Big Stone Gap, Va.
Bluefield, Va.
Bristol, Va
Danville, Va.
Franklin, Va.
Norfolk, Va.
Petersburg, Va.
Richmond, Va.
Wytheville, Va.
Beckley, W. Va.
Blue Ribbon
Creamery Co.
Jackson, Miss.

PET DAIRY PRODUCTS COMPANY

DEDICATION

Typical of the pharmacists of the State are the two gentlemen pictured on this page.

Wade A. Gilliam, president of the North Carolina Pharmaceutical Association for two terms, operates one of Winston-Salem's largest suburban drug stores. A progressive, always willing to do his share in advancing the profession, he brought to the Association a host of new ideas which for the most part form the basis of this annual report.

Recognizing the outstanding ability of this pharmacist, the Association, by mail ballot vote, placed Wade on the State Board of Pharmacy where his talents may continue to be utilized. And he continues as a member of the Executive Committee of the N. C. P. A. to help guide the organization for the next three years.

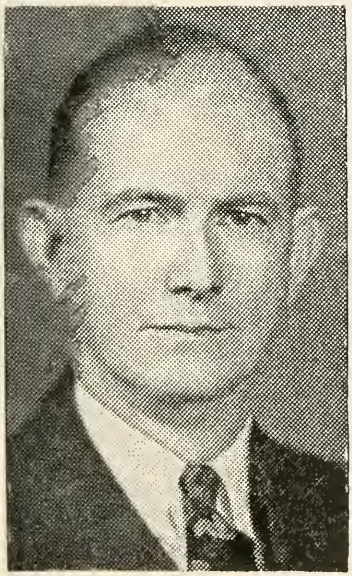
Like so many other pharmacists in the State, his neighbors recognize and appreciate his ability. No sooner had he given up the post as president of the Winston-Salem Merchants Association than he was drafted to serve as superintendent of his Sunday School, one of the largest in North Carolina.

And in between times he manages to act as district chairman of the Institute of Pharmacy, a director of the Pharmaceutical Research Foundation and a host of other positions. All of which keeps him busily occupied.

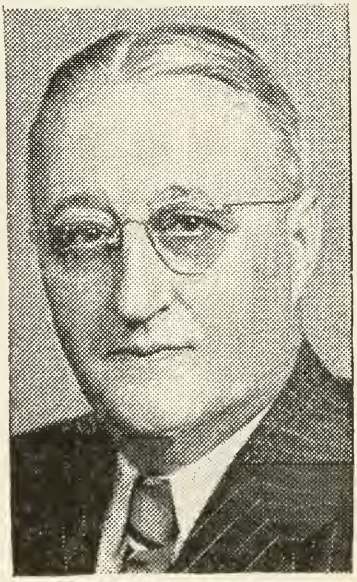
When Mr. Gilliam turned over management of the Association to our present president, Mr. E. C. Daniel of Zebulon, he did so knowing that his successor would carry on in a creditable manner. And since April, when the installation of officers took place, Mr. Daniel has proved to be a willing and capable leader.

Coming from one of the State's smaller towns, he has a knowledge and appreciation of the problems faced by a majority of N. C. P. A. members. As we approach 1947 we anticipate a continuation of his program keyed to a better postwar pharmacy at all levels. His past record is assurance enough he will do his level best to effectuate this end.

To these two pharmacists whose untiring efforts have been devoted to the problems of pharmacy in this State; whose understanding and willingness to work for the common good have made them a friend to every member of the Association; for their ability as pharmacists and as citizens of the State, we respectfully dedicate this, the 1946 Year Book of the North Carolina Pharmaceutical Association.



W. A. GILLIAM, Winston-Salem



E. C. DANIEL, Zebulon

Officers and Committees 1946-1947

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T. G. CRUTCHFIELD.....Greensboro
R. I. CROMLEY.....Raleigh

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W. J. Smith.....Chapel Hill

Assistant Secretary-Treasurer

C. M. ANDREWS.....Burlington

Local Secretary
(To be appointed)

General Counsel

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Advisor to the Board

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T. G. Crutchfield.....Greensboro
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W. J. Smith, Secretary.....Chapel Hill

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M. L. Jacobs.....Chapel Hill
G. E. Andes.....Wadesboro

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E. C. Adams.....Gastonia
L. W. McKesson.....Statesville
Paul Gamble.....Monroe
Curtis Wrike.....Graham
Phil D. Gattis.....Raleigh
D. D. Hocutt.....Henderaon
C. H. Beddingfield.....Clayton
H. L. Rives.....Bethel

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George Royall, Jr.....Elkin
C. R. Whitehead.....Ramseur
John M. Pickard.....Durham
Mrs. Robert Youngblood.....Sanford

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F. Herman Cline, Chairman.....Charlotte
John Brantley, Jr.....Raleigh
J. W. Tyson.....Greensboro
Moss Salley.....Asheville
Carlton Robinson.....Winston-Salem

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Miss Marsha Hood.....Kinston
Bryan H. Whitford.....Washington
J. C. Fox, Jr.....Durham
A. B. Chandley.....Asheville

PAPERS AND QUERIES

Rowe Campbell, Chairman.....Taylorsville
Boyce Hunter.....Charlotte
D. A. Plemmons.....Asheville
J. Louis Cobb.....Waynesville
H. H. Allen, Jr.....Cherryville

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J. A. Way, Jr.....Winston-Salem
A. K. Hardee, Jr.....Charlotte
C. M. Andrews.....Burlington
E. F. Rimmer.....Sanford
H. L. Kelly.....Durham
Octavus Griffin.....Roanoke Rapids
J. I. Thomas.....Wallace
S. M. Edwards.....Ayden

PUBLIC RELATIONS

Paul B. Bissette, Chairman.....Wilson
W. A. Ward.....Swannanoa
W. R. McDonald, Jr.....Hickory
W. A. Gilliam.....Winston-Salem
G. E. Andes.....Wadesboro
Roger A. McDuffie.....Greensboro
J. C. Jackson.....Lumberton
Ralph P. Rogers.....Durham
W. L. West.....Roseboro
J. T. Stevenson.....Elizabeth City

RESOLUTIONS

J. C. Jackson, Chairman.....Lumberton
Sam Welfare.....Winston-Salem
H. N. Guion.....Marshville
O. W. Smith.....Pilot Mountain
B. D. Arnold.....Raleigh

HEADQUARTERS BUILDING

T. J. Ham, Jr., Yanceyville, Chm.

District 1—J. A. Goode.....Asheville
District 2—P. J. Suttlemyre.....Hickory
District 3—W. A. Gilliam.....Winston-Salem
District 4—R. P. Lyon.....Wadesboro
District 5—Roger A. McDuffie.....Greensboro
District 6—W. R. Adams.....Angier
District 7—Ralph P. Rogers.....Durham
District 8—Octavus Griffin.....Roanoke Rapids
District 9—B. R. Ward.....Goldsboro
District 10—D. R. Davis.....Williamston

THE E. F. KELLY MEMORIAL COMMITTEE

John A. Goode, Chairman.....Asheville
E. F. Rimmer.....Sanford
M. L. Jacoba.....Chapel Hill
Kelly Bennett.....Bryson City
I. T. Reamer.....Durham

DELEGATES, AMERICAN PHARMACEUTICAL ASSOCIATION

H. M. Burlage (Voting Delegate).....Chapel Hill
I. T. Reamer.....Durham
H. C. McAllister.....Chapel Hill

County Legislative Chairman for 1946-47

The following men have been appointed by President Daniel to direct the Association's legislative activities this year in the various counties of the State. The duties of these chairman will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation:

Alamance, Burlington.....C. M. Andrews
Alexander, Taylorsville.....R. B. Campbell
Alleghany, Sparta.....T. R. Burgiss
Anson, Wadesboro.....G. E. Andes
Beaufort, Washington.....J. P. Tunstall
Bertie, Windsor.....W. B. Gurley
Brunswick, Southport.....R. M. Willis
Buncombe, Asheville.....L. G. Barefoot
Burke, Morganton.....I. C. Whitley
Cabarrus, Mt. Pleasant.....Hoy A. Moose
Caldwell, Lenior.....Earl Tate
Carteret, Beaufort.....Joe House
Caswell, Yanceyville.....T. J. Ham, Jr.
Catawba, Hickory.....W. R. McDonald, Jr.
Chatham, Siler City..... F. G. Brooks
Cherokee, Murphy.....W. M. Mauney
Clay, Hayesville.....L. P. Booth
Cleveland, Kings Mountain.....C. D. Blanton
Columbus, Fair Bluff.....M. M. Edmonds
Craven, New Bern.....T. A. Libbus
Cumberland, Fayetteville.....R. V. McBryde
Davidson, Lexington.....W. E. Welborn
Davie, Cooleemee.....M. H. Hoyle
Duplin, Wallace.....C. M. Miller
Durham, Durham.....I. T. Reamer
Edgecombe, Pinetops.....H. L. Flynn
Forsyth, Winston-Salem.....Sam Welfare
Franklin, Franklinton.....L. W. Henderson
Gaston, Belmont.....J. Linwood Robinson
Granville, Oxford.....A. H. A. Williams
Greene, Walstonburg.....Sam Jenkins
Guilford, Greensboro.....T. G. Crutchfield
Halifax, Weldon.....J. S. Selden
Harnett, Angier.....W. R. Adams
Haywood, Canton.....J. L. Jones
Henderson, Hendersonville.....W. B. Wilson
Hertford, Murfreesboro.....E. N. Nicholson
Hoke, Raeford.....W. P. Baker
Iredell, Mooresville.....C. M. Crowell
Jackson, Sylva.....S. B. Burrus
Johnston, Selma.....W. H. Creech
Lee, Jonesboro.....R. N. Watson
Lenior, Kinston.....J. C. Hood
Lincoln, Lincolnton.....A. H. Cornwell
McDowell, Marion.....Dean Tainter
Macon, Highlands.....C. E. Mitchell
Madison, Marshall.....H. E. Roberts
Martin, Williamston.....D. R. Davis
Mecklenburg, Charlotte.....F. H. Cline
Mitchell, Spruce Pine.....L. G. Day
Montgomery, Troy.....M. A. Nicholson
Moore, Southern Pines.....Joe Montesanti
Nash, Spring Hope.....Augustus Neville
New Hanover, Wilmington.....J. M. Hall
Northampton, Jackson.....A. L. Cochrane
Onslow, Jacksonville.....G. P. Johnson
Orange, Hillsboro.....C. J. James
Pasquotank, Elizabeth City.....J. T. Stevenson
Pender, Burgaw.....C. L. Shields
Person, Roxboro.....E. E. Thomas
Pitt, Ayden.....S. M. Edwards
Polk, Tryon.....J. C. C. Foster
Randolph, Liberty.....H. E. Lovett
Richmond, Hamlet.....F. E. Campbell
Robeson, Lumberton.....J. C. Jackson
Rockingham, Leaksville.....N. H. McCollum
Rowan, Salisbury.....J. W. Compton
Rutherford, Forest City.....J. S. Rudisill
Sampson, Garland.....L. A. Warren
Scotland, Laurinburg.....L. J. Lea
Stanley, Albemarle.....E. R. Fuller
Surry, Mount Airy.....W. S. Wolfe
Swain, Bryson City.....Kelly E. Bennett
Transylvania, Brevard.....Fred Holt
Union, Monroe.....Paul Gamble
Vance, Henderson.....D. D. Hocutt
Wake, Raleigh.....Joe Estes
Warren, Warrenton.....W. R. White
Washington, Plymouth.....L. N. Womble
Watauga, Boone.....G. K. Moose
Wayne, Fremont.....W. Y. Whitley
Wilkes, North Wilkesboro.....R. M. Brame, Jr.
Wilson, Wilson.....Paul B. Bissette
Yancey, Burnsville.....Rowland Glenn

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Warsaw, N. C.

1946 Year Book

and

Proceedings

of the

Sixty-Sixth Annual Convention

of the

North Carolina Pharmaceutical Association

and its

Affiliated Bodies

held at

The George Vanderbilt Hotel

Asheville

North Carolina

April 14-16, 1946

EDITED BY W. J. SMITH

PUBLISHED BY THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
DRAWER 151, CHAPEL HILL, N. C. W. J. SMITH, SECY.-TREAS.

Prior to the official opening of the Sixty-Sixth Annual Convention on Monday morning, April 15, 1946, an informal session was held on Sunday evening.

President Gilliam welcomed the guests to the convention and expressed the hope that everyone would make the most of the meeting, that they would learn much from the business program planned for them, and that they also would relax during the entertainment features.

Mr. Gilliam praised the many members who had worked faithfully during the war bond drives sponsored by the N.C.P.A. Special citations were awarded to individuals doing outstanding work during these drives. Allison James, pharmacist, and Executive Manager of the State War Division, spoke to the guests regarding their work during the various campaigns.

The Peacetime Financing Program

By ALLISON JAMES

It's good to be here together again—it's good to be here tonight not gathering history and not exactly looking at the past but looking to the future with faith, hope and confidence.

I believe the historians of the future who chronicle our part of World War II will be able to set down opposite our names—"They also kept the faith." And, again we can say justly so for the druggists of North Carolina.

Speaking of the future, I think it is well to add here that it is better that we today frankly take our latitude and longitude in relation to our peacetime ideals, than that we attempt the perilous practice of self-delusion, for we are still confronted with serious domestic troubles and have a difficult role to play among other nations of the post-war world.

We who worked together in the War Financing Program can face the future in hope and faith for we demonstrated how unity of effort and concentration on a high purpose can overcome obstacles. Such a spirit will succeed in binding up our nation's wounds and more than that, it will have an important part in helping to bring into being everywhere the objectives for which the war was fought. We should and will continue without interruption to share this wonderful spirit and zeal when called upon to undertake post-war duties and obligations and I feel sure that the North Carolina druggists will actively support the peacetime financing program with the same spirit and zeal demonstrated in the war period for the benefit of our citizens and our nation.

The Treasury's 6 aims in continuing to promote the sale of U. S. Savings Bonds Series E, F, and G as a peacetime program are:

1. To combat inflation by urging Americans to save for bond investment instead of bidding

up prices for scarce goods with their surplus cash.

2. To keep the savings bond investment total around its present $48,700,000,000 peak while money is plentiful and goods scarce in order to hold a reserve of spending power for new homes, equipment for better living and at the same time to provide a backlog of financial security for all thrifty Americans. It is not the object of this program to increase the public debt.

3. To foster the national thrift habit millions have acquired through patriotic buying of war bonds. (From May 1, 1941 to March 1, 1946, Americans invested more than $56,000,000,000 in Series E, F, and G Bonds; more than $41,000,000,000 in E Bonds alone).

4. To carry on the payroll savings plan at the request of 90 per cent of the 27,000,000 wage and salary earners who invested regularly in bonds during the war. (Firms are continuing this service to their employees without cost to the Government.)

5. To establish a thrift and national finance educational program in the schools for the 25,000,000 pupils who by 1945 were regularly buying stamps and bonds.

6. To keep ownership of the public debt spread among as many Americans as possible so the interest may go to them as holders of savings bonds rather than to a comparatively few banks, corporate or individual investors. (Widespread holding of government bonds is a powerful factor for national unity and a strong stimulant of interest in affairs of government.)

Right here in North Carolina our people from May 1941 to December 31, 1945 invested in a total of all securities $1,811,000,000 and of this amount $527,000,000 were in E bonds alone. Your efforts, you as part and parcel of this program, accounted for these figures of such immensity. And through your efforts our citizens today have a sense of partnership with their Government and a sense of financial security.

All ranks in our drug stores took part in the spirit of good soldiers, with great credit to themselves and to their organization. It was through the patriotic and unselfish efforts that the low cost of this program was maintained. The cost of selling and promoting the sale of Savings in North Carolina during the war period was .11 per thousand. We take the cost and put it against the Savings Bonds E, F, and G, and it cost .30 per thousand, and then if we take the same cost and apply it along to E Bonds its cost was .40 per thousand.

Ladies and Gentlemen, the North Carolina Pharmaceutical Association and its affiliate organizations were responsible for the sale of more than $15,000,000 in war bonds during the last four drives. This is a record surpassed by no other group in North Carolina. Will you give us your efforts and cooperation in our peacetime program?

Mr. James concluded his address by the presentation of a special citation to W. J. Smith, Secretary-Treasurer, in recognition of his efforts in behalf of the War Financing program.

The Sunday evening program was concluded with a program of sound movies.

FIRST SESSION

The first official session of the Sixty-Sixth Annual Convention convened at 9 a.m., April 15th. It was called to order by President W. A. Gilliam. Mrs. J. C. Jackson declared in session the Thirteenth Convention of the Reorganized Woman's Auxiliary, and M. G. Morris officially opened the Thirty-Second Convention of the Traveling Men's Auxiliary.

Invocation was asked by the Rev. George Floyd Rogers, Rector of Trinity Church, Asheville; the Address of Welcome was given by Vice-Mayor Holmes Bryson, in the absence of Mayor Lyons Lee of Asheville. The response was by W. B. Gurley of Windsor.

President Gilliam asked Vice-President Daniel to preside while he presented the president's address.

President's Address

By W. A. GILLIAM

Mr. Chairman, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:

I believe that there prevails in the hearts of all of us a keen sense of gratitude to God for the privilege that is ours in gathering here at another peace-time annual convention. The four years of war through which we have just passed have tried and tested the faith of our Nation. But our great faith in the heritage of our fore-fathers has led us on to victory.

My heart swells with pride when I think of the manner in which the pharmacists of North Carolina have measured up to their responsibilities during the four years of war. To the approximately 150 pharmacists who have served your Country so gallantly in all parts of the world, we want to say "Thank you" from the depths of our hearts. Through the providence of God, many of you are permitted to join with us here today, and we are happy that you are here. We hope that those who are still in service will soon be brought safely back to us.

We on the home-front have tried in a measure to keep faith with you men in service by participating actively in all phases of the war effort, and we hope that you have not been disappointed in us.

In your 1945 Year Book, you read my report of the activities of your Association for the year

1944-45, which I presented at the War Service Conference in Greensboro last July. So at this time I shall do nothing more than give you a summary of the activities for this period.

The N.C.P.A., the Woman's Auxiliary, and the T.M.A all working together through the "Phar macy for Victory" Committee, sold approximately $15,000,000 in war bonds during the fifth, sixth, seventh, and eighth drives. In some of these drives our Association led all other state pharmaceutical associations in the nation. In considering the success during these drives, we must not overlook the fact that much credit is due our Public Relations Committee, as well as the "Pharmacy for Victory" Committee. Mr. Smith, our Executive Secretary, did an outstanding job in handling the reports and tabulations of these sales. The Treasury Department was so impressed with the effectiveness of Mr. Smith's plan of operation, that he was called to Washington to help map plans for the Pharmacists' division on a national basis during the seventh and eighth drives. This honor, of course, reflects much credit to our organization.

As a means of keeping in closer contact with our 150 men in service, a monthly news letter called the Gossip Sheet, and also the CAROLINA JOURNAL OF PHARMACY were sent to them. Letters from these men were published in the JOURNAL from time to time, and the October, 1944 issue was dedicated to the men in service.

On the legislative front, Pharmacy in North Carolina scored a great success during the last session—namely, the passage of the two health bills providing that a pharmacist shall be appointed to all county health boards, and to the State Board of Health. As you know, Mr. J. C. Jackson of Lumberton, is now our representative on the State Board. Forty counties have added Pharmacists to their boards of health already. Two other bills affecting the Board of Pharmacy were passed. They will be discussed later by Mr. McAllister, Secretary-Treasurer of the Board of Pharmacy. We are indebted to Mr. M. B. Melvin, our able Chairman of the Legislative Committee, to the members of his committee, to Representative T. R. Burgiss, Representative Sam E. Welfare, Attorney F. O. Bowman, and many others who waged a good fight in the passage of these bills.

As another phase of our Public Relation Program, an information booklet called the Show Globe is being mailed out two or three times a year to approximately 1000 outstanding citizens of the State, as well as to all drug stores. To my mind this is a very important phase of the program, and is resulting in much good to our Association.

As an added service to its membership, your Association has employed the services of Mr. Marion A. Ham as consultant-architect, and in connection with this service a sixteen page booklet called the "Drug Store of the Future" was mailed to all members. Although fixtures, building material and labor have not been available for remodeling to any great extent, this booklet gives some fine suggestions.

During 1944 and 1945 approximately 1400 posters entitled "Young Americans, You Have A Future in Pharmacy" were sent to the high school principals of the state. There has been a definite response from these posters in enlisting high school students in Pharmacy.

Through the cooperation of our Public Relations Committee the pharmacists of North Carolina have participated very actively in National Pharmacy Week and National Health Aid Week programs. Special newspaper mats for these events were prepared and sent out to the membership and many of our pharmacists used them in their local papers. Proclamations for these two events were signed by a number of mayors throughout the State, and many pharmacists used the facilities of their local radio stations in making short addresses. Special two-color posters for 1945 National Pharmacy Week were sent out from our Association office and were used by many of you in preparing special Pharmacy Week Windows. The increased interest which we are taking in National Pharmacy Week and in National Health Aid Week, is helping immeasurably in creating more favorable publicity for our profession.

Another war-time activity, which your Association participated in, was the Cadet Nurse Corps Recruitment Program. The results of our efforts in this program were ery gratifying. Mr. M. P. Coyle of the National Pharmacy Committee reported to Secretary Smith that our Association's part in the program was the outstanding job in the Country.

During the past two years your Association has joined other organizations in honoring a number of worthy outstanding pharmacists of the State. I am sure that all of us who gathered in Chapel Hill in November, 1944, at a testimonial dinner to do honor to the memory of the late Dr. E. V. Zoeller and also to honor Mr. F. W. Hancock, received a great inspiration. I am happy to be a member of an Association that has seen fit to honor such men as Dr. Zoeller and Mr. Hancock who were the founders of this Association and whose lives and works have meant so much in elevating our profession in North Carolina to its present standard.

In May of 1945, our Association joined in honoring two outstanding North Carolina pharmacists, Mr. Paul Bissette and Mr. Tom Hood at special citation dinners. Special plaques in recognition of outstanding community and civic work were presented to these men by Mr. John McPherrin, editor of *The American Druggist.*

A number of our pharmacists have received citations for their outstanding war service work on the home front. Mr. W. B. Gurley of Windsor was honored last summer at a special dinner, in recognition of his leading his County in reaching the greatest per capita bond sales in the State during the Seventh War Loan Drive. Many of you have served on draft boards, on ration boards, and in all phases of

civic and community activities. North Carolina pharmacists are accounting for themselves in a commendable manner in City, County, State, and National affairs. North Carolina is very ably represented by pharmacists in our State Legislature and in the Congress of the United States. Many of our North Carolina pharmacists have attained marked distinction in National Pharmaceutical organizations. As was previously mentioned, many of our pharmacists are serving on county health boards. One is serving on the State Board of Health, and another is serving as a member of the State Medical Care Commission. I could go on and on citing pharmacists who are in high places of responsibility, but time does not permit.

I give you this picture of what pharmacists of North Carolina are doing in order that you may see that more and more of them are finding places of leadership in their community, state, and nation, and this fact is very gratifying to all of us, I am sure. We are realizing that by being active in church, civic, and community affairs, we are not only rendering a worthy service, but we are honoring our profession and lifting it to a higher plane. If the pharmacist is to take his place as a leader in his community, he must also keep posted on the affairs of government. In January, 1945, a Gallup poll was taken asking parents if they would like their children to study and enter politics when they finished school, and if not, why not. Sixty six % answered in the negative, their reason being that politics were too corrupt and that they did not want their children to have anything to do with it. Only 13% stated that they would like for their children to take up or study politics. All others stated that they did not care or did not respond at all. What makes good government anyway? The people, of course, but if the people are to make good government, they must study government and keep posted on government affairs and by their power of vote place the right kind of men in office. We as pharmacists need to be more on the alert for legislation which affects our profession and to contact our state legislators and our Congressmen when the need arises. I am not advocating that pharmacists enter politics, but we do need to feel more keenly our responsibility in helping to keep politics from being corrupt, and in helping to preserve a true democracy.

North Carolina pharmacists participated in the United War Fund Drive last October. Secretary Smith was appointed Chairman of the pharmacists section, and county chairmen were also appointed. Newspaper ads, window displays, radio spots, were used to publicize the drive through the drug stores. Special mats were sent to approximately 90 county chairmen, and many of them were used in local papers. The results of our efforts in this drive brought commendation from state headquarters.

The tabulation of votes on the dues structure proposed last year, indicated that 82% of the members voting approved the By-Law change in membership dues. Let me say just here that I have never seen a finer demonstration of faith in the future of an organization than that which was exemplified in this vote. Voting was heavier than at any time since 1940. Ballots coming in from service men located in many parts of the world indicated that you men were keeping in close touch with your State Association. This dues increase has placed your Association in position to increase its activities for the benefit of its membership. I want to heartily commend the pharmacists of North Carolina for this progressive spirit.

Last October your Association, through its Committee on Insurance, officially endorsed a non cancellable group sickness and accident policy, issued by the Inter-Ocean Casualty Company of Cincinnati, Ohio, with state headquarters in Greenshoro. This policy as compared with individual policies of similar nature, is saving N. C.P.A. members an average of 40% in premiums. At the present time approximately 350 members have taken advantage of this group plan.

As another phase of your Association's program of increased activities for the benefit of its membership, a series of short schools and seminars was inaugurated last year. The first of this series was a cosmetic school which was held in Chapel Hill October 21-24 of last year. Fifty-two sales ladies from all parts of the state attended the three-day school. Those attending were enthusiastic in their praise of the work and stated that they had received much practical help. We are grateful to the faculty of our Pharmacy School and the Hudnut Sales Company of New York, for a fine spirit of cooperation in helping to make the school successful.

On January 15th of this year, your Association honored the faculty and student body of the pharmacy school at a banquet in Chapel Hill. This was the first of the annual banquets which are to be held and was attended by approximately 150 students, faculty, and pharmacists. Dr. D. P. Fischelis, Secretary of the American Pharmaceutical Association, was guest speaker on this occasion. The success of this first meeting gives evidence of the fact that much good for both our Pharmacy School and our Association can be derived from these annual joint affairs. I want to commend the students at our Pharmacy School for the great interest which they are manifesting in our State Association and in the affairs of Pharmacy in general. I also at this time wish to express a word of appreciation to the faculty of our Pharmacy School for the well-rounded training which is being given the students. This great interest in the future of pharmacy on the part of our faculty and student body, is an indication that the future pharmacists of North Carolina will be in position to carry on in a worthy manner.

Another in the series of seminars was the one on Modern Pharmaceutical Practice which was held in Chapel Hill, February 17-20 of this year. I believe that all who attended this first professional seminar will agree that a three-day

meeting such as this, will mean a great deal in keeping our pharmacists more professionally minded. I strongly urge that our Association continue to hold at least one such professional seminar each year.

RECOMMENDATIONS

1. Many months before the war ended, a Post-War Planning Committee for your Association was appointed. This committee was composed of men and women representing all branches of the drug industry in North Carolina. The committee was headed by Mr. Paul Bissette and has been very active. The plans which were developed by the committee have been far-reaching in their scope of development of Pharmacy in North Carolina. A committee composed of representatives from such groups as retail pharmacists, wholesale druggists, Woman's Auxiliary, Traveling Men's Auxiliary, Board of Pharmacy, faculty of the Pharmacy School, women pharmacists, hospital pharmacists, and drug manufacturers, all working with the Executive Committee of the NCPA, can render a great service to the future of Pharmacy in North Carolina. I recommend that this committee be continued under a different title, and that the incoming president appoint any new or additional members which he deems wise. The title of the committee should be decided upon by the committee itself. As a suggestion "The Planning Committee" might be suitable, or "The Project Committee" might be all right.

2. I venture to say that the contribution which the late Dr. E. F. Kelly, Secretary of the American Pharmaceutical Association for many years, has made to the profession of pharmacy in the United States, is unsurpassed by anyone. Dr. Kelly was a native North Carolinian, and loved his native state. Some of you may not know, but he was buried near Carthage, North Carolina. With a feeling that North Carolina pharmacists should and would like in some way to honor the memory of this great pharmacist, I recommend that the incoming president appoint a special committee to study the feasibility of North Carolina pharmacists erecting a suitable memorial to Dr. E. F. Kelly.

3. It is very obvious that our Public Relations program has been the power behind the power that has made it possible for your Association to participate in so many activities. We take our hats off to Mr. Paul Bissette, the very capable chairman, the members of his committee, and Secretary Smith, for a job well done. I heartily recommend that our Public Relations program be continued in some form and that the membership of this Association continue to support the program.

4. The War Service Conference of the N.C. P.A. in session last July, did not see fit at the time to endorse the program of organizing and sponsoring district associations throughout the state. I believe that now, however, is the opportune time to proceed with such a program. If there ever was a time when pharmacists need to be kept more thoroughly posted on trends, and more closely united, it is now. The geography of our state is such that many of our members feel that the distance is too great to attend annual state conventions, especially if they are held in extreme eastern or western parts of the state. Hence they do not attend. District association meetings would make it possible for the pharmacists of all sections of the state to meet at various times and discuss their mutual problems and then submit their suggestions at our state conventions. Important information and news affecting the pharmacist could be disseminated more quickly and more efficiently through district associations. It would be possible for our membership to keep in closer contact with our state office through these associations. By organizing ten or twelve district associations you can visualize the great number of pharmacists who would be placed in office, making it possible for receiving experience and training which would be very helpful to them, and they in turn would be more helpful to their state Association. In summing it up, I believe that these district associations will help to bring the pharmacists of the state into a more closely united body. I recommend that the new Executive Committee proceed in organizing district associations.

5. The observance of shorter hours by North Carolina pharmacists during the war has been one of the contributing factors in the successful consummation of the activities of our Association. They have had more time to engage in outside activities. In my message before the War Service Conference last year, I recommended that we continue to observe shorter hours in the post-war era. Realizing that there is already a trend toward longer drug store hours in some sections, I again recommend that North Carolina pharmacists within their own local groups get together and work out a uniform plan in an effort to stop this undesirable trend.

6. Our predecessors have waged a valiant fight for higher ideals and standards in our profession and it behooves us in this present day to be on the alert for any movement by any group or individuals, which would tend to lower our professional standard in any measure. I urge that we keep faith with these noble men of pharmacy by continuing to prove ourselves more worthy of the profession which we have chosen.

In conclusion, I wish to express in behalf of the N.C.P.A., my deep appreciation to the local secretaries for this convention, Mr. Frank Pender, Mrs. J. C. McGee, Mr. B. Lacy Meredith, and Honorary Chairman, Mr. C. A. Raysor, and all of your committees, for the grand job which you have done in arranging and planning the entertainment for this meeting. You pharmacists of Asheville are entertaining us royally and we will long remember this convention and the great time which we are having together.

I also want to express my sincere thanks to other personalities who have contributed so much in carrying on the activities of your Association

during my tenure of office. I have never worked with a finer and more cooperative group of men than your Executive Committee. They have been self-sacrificing, always putting the interests of the Association first. I am especially grateful to Secretary Smith and Mrs. Smith for what they have meant to me and to the Association. Mrs. J. C. Jackson, president of the Woman's Auxiliary, and Mr. M. G. Morris, president of the T.M.A., and their staffs of officers, have cooperated in a wonderful manner. A great deal of credit for the success of many of our undertakings, is due these two auxiliary organizations. The members of the faculty of the Pharmacy School have shown a fine spirit of cooperation in an advisory capacity to the Student Branch of our Association, and have also played a great part in the success of the various seminars by serving as members of the faculty. I also wish to thank the members of the Board of Pharmacy for their close cooperation with our Association. I want to express a word of appreciation to Mr. Allison James, State Executive Manager of War Finance, for what he has meant to the pharmacists of North Carolina during the war bond drives. Much of our success is due to his splendid cooperation with us. With a heart full of gratitude, may I say "thank you" to all the membership, to all the members of the various committees, for making the two years as your president, very happy and thrilling. I covet for Mr. Daniel, the incoming president, the same loyal support which you have given me. Let us lend him our whole-hearted support in the fight for greater attainments for our profession.

Vice-President Daniel appointed the following committee to serve as the Committee on the President's Address: Ralph P. Rogers, Durham, Chairman; Paul H. Thompson, Fairmont, J. C. Hood, Kinston.

Forum Leaders

An open forum on the future of the pharmaceutical profession featured one session of the convention. John W. McPherrin, Editor of "The American Druggist," shown on the opposite page, apparently is optimistic about the future as he passes the microphone to John J. Toohy of New York, Vice-President of E. R. Squibb and Sons.

Other forum speakers included James W. Roberts of Norfolk, Va.; Joseph D. Bohan, Rahway, N. J.; and John H. Hoagland of New Brunswick, N. J.

In the bottom picture the panel of experts (Bohan, Toohy, Roberts and Hoagland) listen while McPherrin reads one of more than 50 questions submitted during the session.

They met later in the day and at the final session of the convention on April 16th presented the following report:

Report of the Committee on the President's Address

The Committee, after careful study of the President's Address, would like to extend to President Gilliam its sincere thanks for the splendid work he has done for the N.C.P.A. during his term of office. His report shows that he has spent much valuable time and thought in his leadership as president.

Recommendations from One (1) through Six (6) express the sentiments of each and every conscientious member of the N.C.P.A.

Recommendation Two (2) which deals with the appointment of a committee to study the feasibility of North Carolina pharmacists erecting a suitable memorial to Dr. E. F. Kelly, meets with the hearty approval of the committee which feels that this will be a fine tribute to a man who has done much for Pharmacy. The Committee favors this thought with deep interest.

Recommendation Three (3) which asks for a continuation of the Public Relations Program is heartily endorsed by the committee, with congratulations to Mr. Paul Bissette and his coworkers in the splendid job they are doing.

We congratulate President Gilliam on his many accomplishments for the Association and recommend to you that his report be adopted and that the recommendations mentioned in his address be carried out in so far as possible.

(Signed)
Ralph P. Rogers, *Chairman*
Paul H. Thompson
J. C. Hood

President Gilliam resumed his duties as presiding officer and announced the next feature of the program, an open forum discussion led by John W. McPherrin, Editor of *The American Druggist,* and featuring this panel of well-informed leaders of the drug industry: John H. Hoagland, retail druggist of New Brunswick, N. J.; James W. Roberts, Vice-President of Henry B. Gilpin Company and past president of the National Wholesale Druggists Association; John J. Toohy, Vice-President of E. R. Squibb & Sons; Joseph D. Bohan, Vice-President of The Centaur Company, Rahway, New Jersey.

What's To Come

Since this discussion was of a most informal nature, it is impossible to report it in such a manner as to do justice to it.

Questions were submitted by members of the N.C.P.A. and were answered in a frank and honest manner. An attempt was made to obtain from the panel leaders prepared talks so that they might be reproduced here, but this met with success in two cases only. We are very happy that we have two so that our readers may have the pleasure of reading them.

ADDRESS BY JAMES W. ROBERTS

Vice-President, Henry B. Gilpin Company

"What's To Come?"—An extreme subject, with a time minimum to discuss it.

North Carolina is a wonderful state. The cities are not too big—well spaced over its domain—and the people are friendly.

In Norfolk, where I live, a good portion of our citizens were from North Carolina, or their parents came from North Carolina, according to poll taken a few years ago. During Governor Dinwiddie's reign, the Norfolk delegates went to Richmond instructed to ask to secede to join North Carolina in its corporate boundary—so that's how near I came to being a North Carolinian.

One of the things likely to come is an attack on State Fair Trade laws and the Tydings-Miller Act, which passed the Congress not too long ago. These laws were enacted primarily to enable owners to protect the property values of their trademark and brand names, and in the long run they are a protection to the public much in the same manner that the public is protected by laws covering the manufacture and sale of drugs and the licensing of registered pharmacists. The Fair Trade Laws are not price fixing laws. The United States Supreme Court clearly stated that when it upheld the laws against the attack of predatory interests in the retail field. It was to protect the public against these self-same interests that Congress and State legislatures passed the Fair Trade Laws in the first place.

They protect the consumer against the vicious practice of price-baiting which history has shown to be the most effective weapon of those who seek to establish a monopoly. The late Mr. Justice Brandeis stated the case very clearly. He said, "Farseeing organized capital secures the cooperation of the short-sighted, unorganized consumer to his own undoing. He yields to the temptation of trifling immediate gain, and selling his birthright for a mess of pottage, becomes himself an instrument of monoply." Powerful organized capital, using deceptive and seductive arguments, is, now, endeavoring to secure the cooperation of short-sighted, unorganized consumers to destroy the fair trade laws. Our job is to see that the consumer is not deceived unto himself becoming an instrument of monopoly and thus contributing to his own undoing.

The independent business man is the backbone of our American Way of Life. When he becomes subordinated—God help us.

The National Wholesale Druggists' Association, with the cooperation of all branches of the drug industry, has created the American Foundation for Pharmaceutical Education. It will provide scholarships and fellowships in all branches of the pharmaceutical field. This is also one of our contributions to the rehabilitation of returning war veterans who want to establish themselves in the drug industry.

We have just established two Research Fellowships at the University of Ohio State. One is to cover and analyze sales meetings of wholesalers and salesmen's training methods. The other is to study more efficient operation of wholesale houses, aimed primarily and definitely to give the retailer better service and needed help.

And now for things more immediately at hand—Mr. Bernard Baruch's statement that production is the keynote of our success is good and timely. Our manufacturers proved during the war their capacity to produce. But to produce and not sell through to the consumer is a job only half done. Selling, therefore, is a most important element in our post-war program. To provide jobs for 60 million people and keep our national income to 150 billion, a sales job has got to be done. Wholesalers all over the country are pledged to help the retailers do their part.

There's a story about a young man, who a few weeks ago was trying to sell a new product to a busy executive and was stymied by an old argument. "Your product," said the executive, "may be good. Maybe I can use it. But it'a new. I'll wait."

At that point, the salesman walked quietly over to a window, drew a silver dollar out of his pocket and threw it out. Then he returned to the arguments. A few minutes later, he repeated the silver-dollar routine. At the third toss-out, the executive could no longer restrain his curiosity.

"What in the world," he demanded, "are you doing?"

"I'm throwing money out the window," returned the salesman simply, "just as you are."

The executive looked up sharply. Then, as he reached for his pen and the order blank, a grin

Among Those Present

(Opposite Page)

Seated, left to right: J. Louis Cobb, Waynesville; Ralph Keenum, Hazelwood; W. A. Ward, Swannanoa; W. L. Buhmann, Asheville; C. A. Lord, Asheville; T. R. Burgiss, Sparta and L. R. Burris, Valdese.

Standing, left to right: J. W. Harrison, Asheville; C. J. Sisk, Asheville; Joe Hendrix, Canton; George Mathews, Asheville; E. P. Crawford, Lenoir; Roy Johnson, Asheville; Tom Holland, Mount Holly; C. D. Guion and son, Cornelius.

spread across his face. "So the real salesmen are coming back. Now I know the war is over."

We have just passed through a period of Plenty —plenty of customers with dollars to spend—but with scarcity of merchandise. We are coming to a period when merchandise should be more plentiful, but customers will become more selective in where and how to spend.

We are faced with a higher cost of business operation—salaries, taxes, rent—with little chance to raise prices. The drug industry has done an outstanding job in maintaining prewar price levels. We have had few if any complaints from O. P. A.

The increased cost of operating a drug store has been met principally in two ways:

1. A large volume handled with less help than normally.
2. By discontinuing certain services during the emergency which were costly—the principal one, delivery.

As business starts leveling off, a return to all prewar services should be well weighed.

With a drop in volume for the retail druggists, it can be reasonably supposed other lines of distribution will be similarly affected.

To attract customers to our outlets and obtain a rightful share of the consumer's dollars—to keep the super markets, department stores, etc., from enticing more than their share—what will have to be done?

The buying public still likes the drug store as a place to buy health items. According to an article in the January issue of "Super-Market Merchandising," one drug department in a super market started out with 2000 items, but had to eliminate a great many. So, we still have the public preferring drug outlets—but we'll have to work to keep this preference.

I realize well the difficult years through which you have just passed. With depleted help and a scarcity of registered druggists, the average proprietor is today tired, and no doubt in need of a much deserved rest.

But it behooves us to start thinking and planning along constructive lines to maintain the position which you so richly deserve in the important role of continuing to distribute health products to the people of your state and nation.

There are a few observations that might be timely that together we can put into effect our mutual interest:

1. The prescription department should receive about first consideration—based on the fact that the prescription department constitutes the one asset which no other type of retailer possesses. In support of this subject, two ways are open —either enlarge the prescription department physically, or improve relations with the medical profession.
2. Make our stores more attractive. How?
   a. Windows—They either attract or they don't. Like the eyes are the windows to a man's soul, so the windows of your store oft-times tell the prospective buyer passing, what type of establishment he may expect inside.
   b. The first thing a customer sees when he crosses your threshold is your floor. Unconsciously this makes a good, or bad impression. Clean—good. Dirty—bad.
   c. Good lighting. People are attracted to a well-lighted store. Displays are enchanced. Spot lights on special articles impel attention.
   d. Paint and brush can do much.
   e. Fixtures, when available—maybe a new island display for special promotions.
   f. Store traffic is important. Are your fixtures arranged to best advantage to compel customers to easily see what they hold? And so placed in your store that traffic moves easily and conveniently by them?
   g. Much could be said about displays. But to touch only on a few key points.

      (1) All displays should be segregated. If mass displays are used, keep them apart from other merchandise.

      (2) Displays should tie in with national advertisements. We owe much to the manufacturers who, through their detailing of physicians, or national advertisements, send people each day into our stores, or by them. Are we taking advantage of the opportunity to remind those who read the ads, or listen to the radio, who pass our stores, to stop in, telling them that we are headquarters for what they want and need?

      (3) Placement Value. An apple on the ground in the orchard is fit only to feed the pigs. But that same apple, nicely packed and wrapped in paper, brought to retail store, and displayed, is valuable merchandise.

      (4) Advertising creates desire, and we must clinch the sale with displays at contact points. Take the West 25c brush for example—$1,000,000 worth were sold last year through syndicate stores—Grant, Kresge, Woolworth, etc. The West Spinner Display is a must in all Whelan stores, on tobacco counters and wrapping counters beside larger displays already up.

      (5) E. R. Squibb & Son test brought out

Among Those Present

(Opposite Page)

Seated, left to right: I. T. Reamer and D. L. Boone, Durham; E. F. Rimmer, Sanford; J. M. Darlington, Winston-Salem; F. M. Moss, Gastonia; C. D. Blanton, Kings Mountain; L. P. Mayrand, Greensboro; J. C. Powell, Winston-Salem and W. R. Adams, Angier.

Standing, left to right: A. E. Millis, Durham; E. R. Anderson, High Point; J. R. King and Ralph P. Rogers, Durham; E. W. Rollins, Winston-Salem; P. L. Trotter and C. L. Eubanks, Chapel Hill; G. V. Lawrence, Charlotte and A. G. Poindexter, Greensboro.

the following: Item on shelf was worth $2.58. Item displayed without price—$4.75. Item displayed and prices—$6.80.

3. Planned Sales and Clerk Instruction.

One of the first steps is to study our markets and analyze prospective volume.

A retailer should know what his territory offers—how many families does he serve? How many individuals can he count as prospective buyers of what he has to offer?

With these facts in mind, he can tell fairly accurately what to expect:

250,000,000 prescriptions were filled in the United States last year—2 to each person.

Vitamins—$5.00 per family.

3,000,000 estimated baby crop for 1946—good for $40 each the first year, so that a baby goods department should be profitable.

Now a word about instructing clerks—a most essential part in any selling program.

They can do a job if they are properly instructed, and it is made interesting for them.

P.M.'s are one method successfully tested and tried.

Don't put on any drive unless all your clerks are given the story of how to sell, and are taught the selling points.

Make a quota record and keep it posted where all can see—it becomes a game. Offer prizes for sales accomplishment.

A retailer who can develop with his clerks this team spirit can do a job, and feel well satisfied in having played his part in continuing our national prosperity.

We should always remember that those of us in the drug industry—retailer, wholesaler, and manufacturer—have got to keep on our toes, in our efforts to attract customers and their dollars. As you can rest assured, those who deal in other commodities—autos, electric refrigerators, washing machines, radios, etc., are not wanting in selling and display ability, and are going to demand their share and more of the national income, as soon as they can make delivery.

Now the retailer has paid my salary for a good many years. I may not have earned it. But regardless of the short comings of your wholesalers, let's get better acquainted. We want to better know your problems, and I ask on behalf of all wholesalers and their salesmen for your cooperation. We can better meet "What's To Come" if we go down the line together.

Among Those Present

(Opposite Page)

Seated, leftto right: B. D. Arnold, Raleigh; Alfred N. Martin, Roanoke Rapids; J. C. Hood, Kinston; W. H. Hollowell, Greenville; Octavus Griffin, Roanoke Rapids; John C. Graham, Red Springs; J. C. Jackson, Lumberton and W. L. West, Roseboro.

Standing, left to right: J. T. Stevenson, Elizabeth City; Stanley Pierce, Rocky Mount; Shelton Boyd, Lillington; J. L. Creech, Smithfield; J. W. Martin, Macclesfield; J. D. Bain, Clayton; W. R. Nowell, Wendell and W. B. Gurley, Windsor.

ADDRESS BY JOSEPH D. BOHAN

Vice-President, The Centaur Company

Most of my experience at meetings of this kind has been on the receiving end. That is, I am usually in the audience instead of on the platform. Consequently, in preparing my remarks for today I have been influenced by what I like to hear myself when I am sitting in your place and I hope your desires are the same as mine.

Part of my job at Centaur is to attend many meetings during the course of each year. Recently I have heard many excellent speakers talk about post-war planning, which is another way of talking about our subject, "What's to Come."

Many of the speakers I have heard have presented masterful pictures of the world of tomorrow. I am sorry to have to say that I don't agree with those visionaries that seem to think that some day we are all going to wake up and find a brand new beautiful world with lots of luxuries and no troubles or problems of any kind. You and I are old enough to know that the good things in life just don't happen that way. They come only as a result of working and planning and then working some more.

Back in 1940 Mr. Winston Churchill, the greatest phrase maker of all times, said that our heritage for the duration was to be "blood and sweat and toil and tears." In my opinion that quotation with the exception of the first word will still be the formula for success and progress when peace has come—"Sweat and toil and tears."

After the war there is bound to be more competition not only among our own industry but also from outside sources. We all know that the first law of nature is the survival of the fittest. In many ways that's the first law of business too.

We must never lose sight of the fact that your boss and my boss are one and the same—the American consumer. If Mr. and Mrs. American Consumer don't want to buy my goods there is no way on God's green earth that I can make them. And if the public doesn't want to trade in your store or your type of store it's just too bad.

So your problem and mine are identical—to make people want to buy goods in your store. My problem is to make my products the best in their field, price them right for all concerned, advertise them well and make them conveniently available. Your problem is to apply the same principles to your store operation. Carry first-class merchandise, price it right, present it well and make people happy with your store appearance and service.

Nobody who has a right to be in business in the first place should be afraid of competition. Competition is not only the life of trade, it is

also the moving force that makes you smarter and better in spite of yourself. Most of us are essentially lazy and complacent and we need some spur to drive us onward and upward. Seldom does that spur come from within ourselves. We get up and go because someone else has and we have to keep pace or lose out.

Several years ago a man appeared on the scene in Montreal, Quebec. His name was Pierre Duquette. He opened up a retail drug store there and began to make things hum. For years the retail drug business in Montreal had been placid and easy going. Folks had been making a fair living, not very much, but nobody else was getting rich in the drug business either, so retailers generally accepted it as their lot in life. Pierre Duquette, however, was an ambitious, hardworking, imaginative gent and when he got going he was successful in a big way. He had the most attractive store in town, he advertised, he ran specials, in fact he was in there pushing every day in every way.

The other retailers became very much disturbed about this newcomer who was making big money where they never could. It wasn't that they themselves were making any less than they had been making, it just wasn't fair that someone else was cashing in. There was much wailing and gnashing of teeth and Duquette was accused of every crime in the book. They blamed the manufacturers, they tried to pass laws, but Duquette kept growing and finally was doing over a million dollars a year in his one not very large store. It seemed that the public just liked to trade with him, the store was attractive, they got what they asked for, and the service was superb.

After a few years some of the smarter retailers in Montreal began to realize that as long as they couldn't stop Duquette, they had better start imitating him. Then came widespread improvement and modernization of stores (and God knows they needed it). There was an improvement in service and a general tightening up all around. The result has been that the overall drug business in Montreal has improved materially, but even more important is that the general condition and appearance of drug stores in Montreal today is just about the best I have seen in any large city. One hard driving competitor made the whole group improve in spite of themselves.

Now this speech is, I admit, definitely on the "corny" side. However, I would like to point out that modern speakers and cynics are using the word "corny" to describe most old fashioned attributes such as honesty, ambition, hard work, etc. So if all these things are corny, it seems to me that what this country needs is more "corn."

At the conclusion of this feature of the program, the session was adjourned to reconvene promptly at 2 p.m.

SECOND SESSION

Committee reports started the afternoon session, and promptly at 2 p.m. President Gilliam called the meeting to order. He asked P. J. Suttlemyre to report on the work of the Insurance Committee.

Report of the Committee on Insurance

P. J. SUTTLEMYRE, *Chairman*

It is with real pleasure that your Committee on Insurance, composed of F. W. Dayvault, Lenoir; G. E. Andes, Wadesboro, and myself, announce at this time that 391 members of the Association have been enrolled in our GROUP HEALTH AND ACCIDENT PLAN underwritten by the Inter-Ocean Casualty Company of Cincinnati, Ohio.

Those of you who are familiar with this plan will recall 240 members were necessary to establish the "Group," which, in turn, enabled us to obtain an individually non-cancellation clause in the policy. Our present enrollment of 391 members far surpasses the original goal and eventually we expect to write and maintain in force a minimum of 480 policies.

Your Committee believes its policy to have many advantages not contained in other policies. Special features of the policy are:

1. It is non-cancellable to the individual.

2. Claims cannot be contested which result from diseases or accidents incurred before the policy was issued.

3. House confinement not required. If you have a bona fide disability, have a doctor and you do not work, you are entitled to indemnity.

Past-Presidents and Guests

(Opposite Page)

Seated, left to right: M. G. Morris, Greensboro; M. L. Jacobs, Chapel Hill; E. C. Daniel, Zebulon; W. A. Gilliam, Winston-Salem; P. J. Suttlemyre, Hickory; Paul B. Bissette, Wilson and Ralph P. Rogers, Durham.

Standing, first row, left to right: John W. McPherrin, New York; J. W. Roberts, Norfolk; C. L. Eubanks, Chapel Hill; C. A. Raysor, Asheville; E. W. O'Hanlon, Winston-Salem; R. P. Lyon, Wadesboro; C. E. Sprague, Atlanta; John Hoagland, New Brunswick, N. J.; John R. Brownie, Norfolk and W. J. Smith, Chapel Hill.

Standing, second row, left to right: Frank Pender, Asheville; J. J. Toohy, New York; John A. Goode, Asheville; Allison James and Sam Welfare, Winston-Salem; E. F. Rimmer, Sanford and John C. Hood, Kinston.

4. "Accidental means" not required.

5. Indemnity cannot be pro-rated if disability occurs as the result of a more hazardous occupation.

6. Arbitration privilege in case of disagreement over claims.

7. Though the policy must be purchased before age 66, once issued there is no age limit as to how long you may keep it.

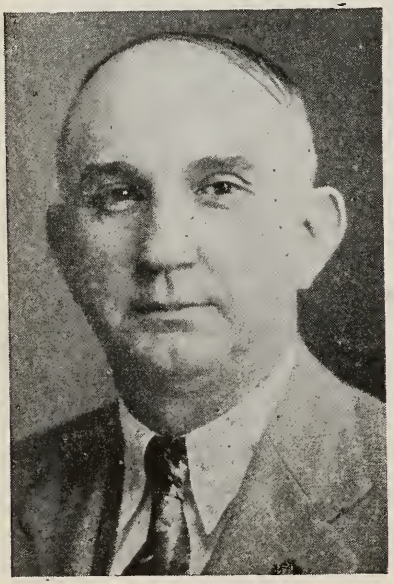
The Plan is being administered fairly and claims are being paid promptly. While a considerable number of sickness and accident claims have been filed and paid, not a single member of the Association has felt it necessary to call on the Arbitration Board for an adjustment of his claim. This situation, however, is to be expected as our insurance representatives have an excellent record for fairness and prompt settlement of claims.

It will pay any member of the NCPA not already insured by the Plan to carefully consider the advantages offered. In case you desire additional details, representatives of the Inter-Ocean Casualty Company are present at a special booth in the hotel and will be glad to discuss the matter with you.

Your Committee will shortly begin a study of professional liability insurance in the hope of being able to offer an improved policy at a lower rate than is obtainable at the present time. Other types of "group" insurance will be considered as the demand warrants.

Respectfully submitted,
P. J. Suttlemyre, Chm.

Following the adoption of Mr. Suttlemyre's report, T. J. Ham, Jr. was asked to report for the Headquarters Building Committee.



P. J. SUTTLEMYRE

Report of the Headquarters Building Committee

T. J. HAM, JR., *Chairman*

Those of you who attended the 1944 Convention of this Association in Raleigh will recall Secretary Smith recommended the NCPA investigate the feasibility of establishing its own headquarters building. As a result of this recommendation, a Headquarters Building Committee was appointed and a meeting held in Chapel Hill, March 28, 1945. In attendance at the meeting were the following members: J. C. Brantley, Jr., Raleigh; Octavus Griffin, Roanoke Rapids; E. C. Daniel, Zebulon, and myself.

Following an extensive discussion of the proposal, the Committee unanimously voted to report the following recommendations to the Executive Committee:

1. That contributions be solicited from the membership and friends of the Association for purchase of land, erection of building and equipping same.

2. That a minimum of $25,000 be set as the goal for effectuating this program.

3. That the money be solicited without delay and placed in government bonds until conditions permit the erection of the building.

4. That donors of $100 or more have their names placed on a suitable bronze plaque to be located in a prominent place in the building.

5. That various rooms in the building and pieces of equipment be established as memorials to departed pharmacists and friends of the Association.

NATIONALLY ADVERTISED

TO 50,000,000 READERS WEEK AFTER WEEK VIA FAMOUS "STUBBLE TROUBLE?" SERIES

Berkeley Blades

NO BETTER BLADE AT ANY PRICE!

Consolidated Razor Blade Co.
Incorporated
500 Grand St., Jersey City 2, N. J.

6. That T. J. Ham, Jr. of Yanceyville serve as chairman of the committee to conduct the campaign for funds.

7. That the building be located in either Chapel Hill or Raleigh, the location of the building to be decided by mail ballot vote of the entire membership.

These recommendations, which I have just read, were presented to the NCPA Executive Committee on April 3, 1945, and later discussed at the War Service Conference held in Greensboro, July 3rd. The decision reached at that time was, and I quote from the Year Book of the North Carolina Pharmaceutical Association:

> "After a great deal of discussion, in which approval was expressed by the majority of those present, it was the consensus of opinion that further work should be done by this committee regarding concrete plans for a building, before the matter is brought to the entire membership for their vote. Thus, the final motion was that the report be tabled for the present; that the Executive Committee of the NCPA join with the Headquarters Building Committee for the purpose of formulating more definite plans; that a meeting be held for further study and that the findings be reported at a later date."

Following the War Service Conference our group met with the Executive Committee in Chapel Hill on January 15th for further consideration of the proposal.

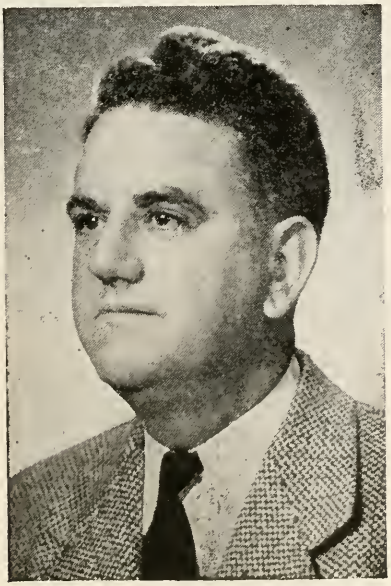
The Joint Group decided the present was not an appropriate time for building, due to unsettled conditions, difficulty of obtaining materials and labor, but if any fund soliciting campaign was to be put on, the year 1946 was the time to do it. Secretary Smith stated he believed a Pharmacy Foundation should be set up to receive contributions for the Building and for an educational program to be carried on therein. By so doing, contributions to the Foundation would be deductible by the donors in arriving at their taxable net income in the manner and to the extent provided by the Internal Revenue Code.

The question of location came up for discussion. As previously decided by the Committee, only two possible locations are feasible—Chapel Hill and Raleigh. After considering various angles of this problem, the Joint Group decided to submit this question to the NCPA membership. A letter explaining the proposal and a ballot were mailed to the membership in March and the votes tabulated on April 11th, as follows:

279 voted for Chapel Hill
86 voted for Raleigh
7 failed to sign the ballots
5 wrote in Greensboro

Of a total of 377 ballots cast, three-fourths were for Chapel Hill as the site of the proposed building.

Several plans of financing the erection of the building were considered: (1) If members of the Association finance the erection of the Building ($100 donations have been suggested), the names of all donors will appear on a bronze plaque to occupy a prominent place in the build-



T. J. HAM, JR.

Your customers prefer it because
WHITE'S
Flavor-Rich
ICE CREAM
is Deliciously Different!

ing to be known tentatively as the North Carolina Institute of Pharmacy; (2) a second alternative would be for NCPA members to finance erection of the Institute and some interested pharmacist to endow it, in which case two plaques would be used. Finally, a third alternative would be for some interested member of the Association to provide all the necessary funds, including endowment, in which case the building would be named for the donor.

The Joint Group was of the opinion that the building should be constructed on the basis of funds available rather than some set goal, in other words, to build according to our means and not our desires.

Our Group agreed the building should be sufficiently large to properly house the Association and should provide space for a committee room and an auditorium large enough to seat at least 200 people. When not in use for meetings, seminars, schools and the like, the auditorium would be used as a general reading room and museum.

In the event this project becomes a reality, the Committee recommends that The Woman's Auxiliary and The Traveling Men's Auxiliary be accorded full privileges of using the building whenever necessary and, further, to make the auditorium available to medical and dental groups when such use does not conflict with our own requirements.

Despite the belief of some individuals, the establishment of a permanent building as proposed by our Committee is nothing new. Some pharmaceutical organizations in this country have owned their own homes for years. The Pennsylvania Pharmaceutical Association has just purchased a building in Harrisburg; the Philadelphia Association owns its building. In connection with this latter organization—The Philadelphia Association of Retail Druggists—I would like to quote from one of their recent communications, particularly since it has a direct bearing on our discussion:

"When P.A.R.D. acquired its own home in 1923, there were those who felt that the step was a radical one. Previously no other organized group of pharmacists had seen fit to purchase a building solely for their own purposes—therefore—was not this a foolhardy venture doomed to failure and certain to be regretted by the advocates of 'OWN YOUR OWN HOME FOR PARD?'"

The intervening years have amply demonstrated the sound wisdom and "years ahead" thinking of that staunch and foresighted band of men and women to whom every present-day member of PARD owes grateful thanks.

"For today, our home—the PARD Building—is the keystone of the Association and around which its successful activity is centered. And today, the PARD Building and land, purchased at a cost of $32,000, with a present-day value of $50,000—with not a penny of encumberance of of any kind—stands as a fitting monument to those whose courage, labor and contributions brought it about.

"In the past 23 years the Association, because of its building and facilities, has been able to render its members singularly effective and valuable services. Each year has seen an expansion of service by PARD—in both quality and quantity. Perhaps we may measure the regard in which PARD is currently held by the fact that 88 per cent (1000 in number) of all Philadelphia's pharmacies hold active membership in PARD."

That represents the experience of one pharmaceutical organization in establishing and operating its own home—an experience which I am confident will be duplicated in this State in the event we decide to undertake this project.

As Chairman of the Building Committee, I offer the following recommendations:

1. That the North Carolina Pharmaceutical Association establish a Pharmacy Foundation to receive funds for the eventual purchase of land and erection of a building in Chapel Hill to be used as permanent headquarters of the Association.

2. That the Building Committee, working jointly with the Executive Committee, develop a plan for raising a minimum of $25,000 to be expended solely on this project.

3. That the Building be known as "The North Carolina Institute of Pharmacy," providing the Executive Committee does not find it feasible to name the building in honor of an individual donor.

Respectfully submitted,
T. J. Ham, Jr., Chm.

The report was unanimously adopted, and in an enthusiastic discussion which followed, the following points were brought out as the opinion of the group assembled:

1. That the amount to be solicited be raised to $50,000 for the actual construction of the building and purchase of equipment.

2. That funds be solicited without delay but that construction await improvement of economic and building conditions.

After thanking the committee for the extensive work which they had done in formulating plans for the Institute of Pharmacy, President Gilliam announced the next feature of the program.

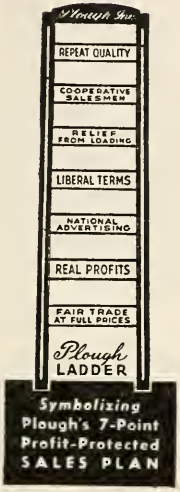
Prescription Clinic

Section on Practical Pharmacy and Dispensing

By E. A. BRECHT, *Chairman*
School of Pharmacy, University of North Carolina

Mr. President, members of the association, and guests: It has been a privilege and an honor to serve on this committee on practical pharmacy and dispensing for the past two years. It has

We Think It's A Little of Both . . .



There's something about Plough Products . . . such as St. Joseph Aspirin, Penetro, Moroline, Mufti and others . . . that have a way of making fast friends everywhere.

Whether it's the dependable quality of these products, coupled with their exceptionally reasonable prices, that appeals to the public—

Or, whether it's Plough's 7-Point Profit-Protected Sales Plan with its Fair Trade at Full Advertised Prices that protects the druggists' full profits in all Fair Trade States and causes him to *like to sell* Plough Products . . . it is hard to say.

We think it's a little of both.

Be that as it may, millions upon MILLIONS of packages of Plough Products are being sold annually. Which proves conclusively that it pays the public to *buy* Plough Products, and that it also pays the retail druggist to *display* and *sell* them.

If you haven't already done so, why not put these products to a test *yourself?* Display Plough Products—especially St. Joseph Aspirin 100s at only 35c—and thus take advantage of the wealth of radio, newspaper and other advertising by Plough, Inc., in *your own* locality.

Plough Sales Corporation

Subsidiary of

Plough, Inc.

MEMPHIS 1, TENN.

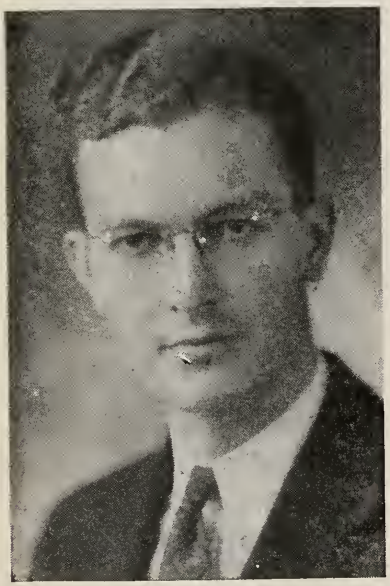
Manufacturers of: *St. Joseph Aspirin, Penetro Products, Black and White Ointment and Skin Soap, Moroline and Mufti Products, Black and White Cosmetics and Hair Preparations, Argotane, Breethem, Kamphene, Dr. Schenck's Mandrake Pills, Dr. C. H. Berry's Freckle Ointment, Kremola, Get's-It, Ever-Ready Oil, Major's Cement.*
Exclusive Distributors of Mexsana.

OUR FULL ADVERTISED PRICES ARE MINIMUM RETAIL PRICES IN ALL FAIR TRADE STATES

been an honor because this section represents the essence (or as Paracelsus would say—the quintessence) of our profession.

There is a wealth of material which is available for profitable discussion. Of greatest value are the personal observations, experiences, and even difficulties of the members of this association. Unfortunately, pharmacists are unduly modest. It takes a detective to uncover this hidden talent and a politician to activate it. If any one of you can "build a better mouse-trap" it is certain that the rest of us want to learn about it. There are many other fields of interest. One of them is represented by your compounding problems, and this one will constitute the program for to-day. Another field of interest is represented in the new drugs which are being developed by the greatest research ever organized for pharmaceutical materials. A good example, to name one of many, is Benadryl which is now available for amazing relief from the symptoms of allergy. Accurate and impartial information on these new drugs must be disseminated by all means possible.

There is no lack of competent speakers for these topics. The members of the faculty of the school of pharmacy are always ready and eager to participate in these programs whenever they are assured that you are interested. Another good group of speakers are the scientists and specialists available from the drug manufacturers. Finally, the most reluctant group of speakers must be mentioned—the pharmacists. It is certain that our retail pharmacists, hospital pharmacists, etc. could teach us a lot if only they could be persuaded to do so.



E. A. BRECHT

This leads to a personal conviction and a plea that more time be assigned to this section at future annual conventions. There is no selfish motive involved since you know that this speaker will not be available as chairman for next year. This first post-war convention has been abbreviated to two days, and it is understandable why this section has been allotted only one hour. However, if you agree that this program should have a half day, make your wishes known to the secretary, Mr. W. J. Smith. Also tell him the kind of discussions you prefer. Perhaps, some day, this association may be able to boast that it devotes a whole day of its convention to professional discussion. The recent success of the Professional Seminar sponsored by this association at the School of Pharmacy proves that pharmacists are interested in their profession. You would have been pleased to see their interest and diligence in attending a rigorous schedule of purely professional subjects for two and one-half days.

At the Professional Seminar one of the lectures most enthusiastically received was Prof. Rose's "Prescription Clinic." Since his teaching duties prevent him from attending this convention, it is my pleasure to give this similar program with a new set of prescriptions. These ten prescriptions were sent for this purpose by pharmacists of North Carolina at Mr. Smith's request.

1

Rx Ammonii Chloridi	℥ iiss
Calcidin (Abbott)	℥ i
Syr. Squill Comp.	℥ iv
Syr. Cocillana Comp. qs	℥ iv

"Comment on compounding, and give your procedure." It is frequently difficult to predict the incompatibilities which will occur with proprietary products, as in this prescription, due to the lack of information on their exact composition. The label on Calcidin states that it is compounded from iodine, lime, and starch. Therefore, it cannot be completely soluable in water. Its chemical nature offers a problem. In general, when iodine reacts with an alkali the iodine is both reduced and oxidized to the iodide and iodate. If such a mixture is acidified the iodine is liberated. Calcidin, when acidified, does not liberate iodine; therefore, the iodate must have been reduced by further treatment. This is confirmed by a statement in a British reference that Calcidin is essentially calcium iodine.

When Calcidin is mixed with a syrup in a mortar it has a tendency to form a gummy mass. This can be prevented by mixing the Calcidin and ammonium chloride before adding the syrup. A satisfactory suspension was obtained by this technique. When the first portion of the compound tincture of squill was added the odor of ammonia was detected. This was liberated from the ammonium chloride by the alkalinity of the Calcidin. The final mixture was practically neutral and had no odor of ammonia. A "Shake" label should be used on the prescription bottle.

Exclusively Yours

New among the many other valuable services which the N. C. P. A. offers to members is the non-cancellable group health and accident policy which is exclusively yours.

This protective contract was designed by N. C. P. A. officers and committeemen. It was tailored to fit the needs of those who serve the people of their communities through that peculiarly American Institution, the "Drug Store."

It is one more reason for identifying yourself with your State Pharmaceutical Association. Your dues plus the premium would still not make the cost of your insurance more than that of an individual cancellable policy of similar coverage.

Every pharmacist should affiliate with the one organization which is constantly working for the betterment of conditions in his profession.

Join your N. C. P. A. today.

This advertisement with
the compliments of

Ralph J. Golden, Lucas C. Abels,
and Mrs. J. E. Ferguson

Agents of the
Inter-Ocean Casualty Company
F. W. Sarles, State Mgr.
222 Piedmont Bldg.
Greensboro, N. C.

2

Rx Acidi Tannici ..... gr. xii
Balsam Peru ..... ℥ ii
Glycerine ..... ℥ iss
Aquae Destillatae, qs. ..... ℥ iii
M.
Sig. Apply as directed 2 or 3 times a day.

The difficulty in this prescription is "making a homogeneous mixture." This is understandable since peruvian balsam probably stands first as a physically incompatible substance. However, an amazingly stable mixture can be produced, thanks to Prof. Rose's work on honey and beeswax as emulsifying agents. He has found that honey for aqueous mixtures and beeswax for oily mixtures are sometimes the best emulsifying agents, especially for balsam of peru.

In this prescription four drachms of honey is substituted for an equal volume of distilled water. The honey and peruvian balsam are mixed in a mortar, and the other ingredients are gradually added. The tannic acid is dissolved in a little water before it is added. A "Shake" label should be used, but you can see in this sample that very little shaking is required.

3

Rx Codeine Sulfate ..... gr. ii
Tincture Benzoin Comp..... ℥ iv
Ammonium Chloride ..... ℥ ii
Syrup Cocillana Comp. qs..... ℥ iv
M.
Sig. ℥ i q 4 hrs.

"The Compound Tincture of Benzoin is incompatible and separates, making a very unsatisfactory, muddy mixture." This prescription is interesting in its use of compound tincture of benzoin internally. It was once quite popular in this way, but the Pharmacopoeia no longer gives an internal dose for it. It is used probably as an intestinal antiseptic in this case.

This prescription requires an emulsifying and suspending agent. Acacia can be used, but tragacanth is preferable because less, 1 per cent, is needed and the technique of mixing is less troublesome. Twenty grains of powdered tragacanth are placed in a dry four-ounce prescription bottle. The compound tincture of benzoin is added, and the bottle is shaken until the powder is mixed. Then a one-fluidounce portion of the syrup is added, and the bottle is shaken vigorously for one minute. After this the other ingredients can be added directly. A "Shake" label should be used on the bottle. This sample shows how the resins collect on the glass if no tragacanth is used, and this sample shows how the resins can be emulsified by the addition of one per cent of tragacanth.

4

Rx Codeine Sulfate ..... gr. iii
Creosote (BW) ..... Min. v
Amm. Chloride ..... dr. i
Phenacetin ..... dr. ii
Cheracol, qs. ad ..... oz. iii
M. Ft. Sol.
Sig. dr. i in aq. Q 4 H

"Comment." The prescription calls for an impossibility, because it would require about two and one-half gallons of water to dissolve the phenacetin. Even if alcohol were used as the solvent 116.6cc would be required. Since there is no necessity that the phenacetin be dissolved to obtain full therapeutic effect, it is best to dispense the prescription as a suspension, stabilized with tragacanth. The codeine sulfate, ammonium chloride, phenacetin, and fifteen grains of powdered tragacanth are mixed in a mortar. The beechwood creosote (12 drops by the particular dropper used) is added, and then enough Cheracol to make three fluidounces is added. A "Shake" label is needed on the bottle.

5

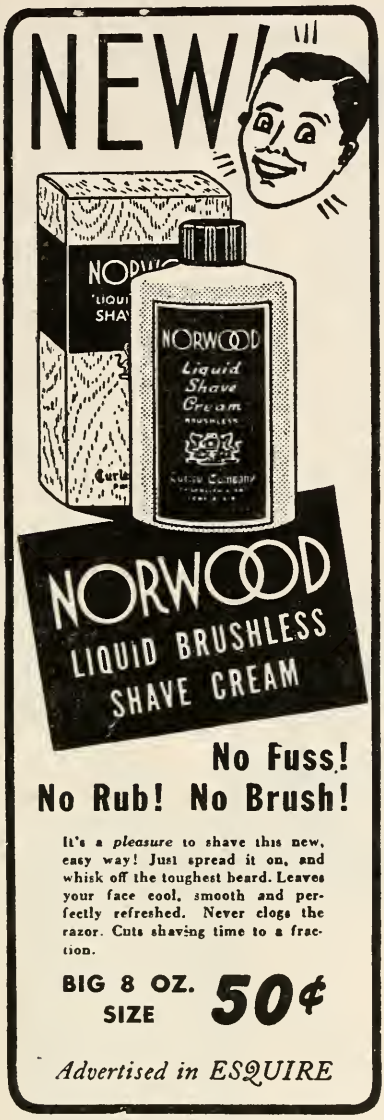
Rx Codeine Sulfate ..... gr. vi
Sodium Phenobarb. ..... gr. xx
Ammonium Chloride ..... dr. ii
Syr. Lemon qs. ad ..... oz. iv

"The mixture turns quite milky and apparently something has produced a fine white precipitate . . . has the therapeutic effect been changed?" This prescription represents a fairly common incompatibility where a water soluble barbiturate is prescribed to obtain a true solution, and the effect is lost by including an acidic ingredient. Phenobarbital sodium is very soluble in water, but only if the solution is strongly alkaline. In this prescription all of the other ingredients are acidic or hydrolyze to give acidic solutions. For example, a solution of ammonium chloride is sufficiently acidic to precipitate phenobarbital from a solution of phenobarbital sodium. Since this precipitation does not impair the therapeutic effect, the prescription should be compounded as written. The white precipitate disperses readily on shaking so no suspending agent is necessary. A "Shake" label must be used.

6

Rx Chloral Hydrate
Theobromine Sodio-Sal. aa ..... ℥ v
Sodium Bromide ..... ℥ vi
Syr. Aurantii ..... ℥ iv
Aq. Menthae Pip. qs..... ℥ viii
M.
Sig. ℥ i in aq. t i d pc to reduce blood pressure.

"This should be a snow white liquid. Dissolve the chloral hydrate, add theobrom., then the bromide. If the bromide is added first a clear solution results." Regardless of the order of mixing this prescription always produced a white milky liquid. The Theobromine Sodio-salicylate was the source of the precipitate. Salicylic acid is precipitated by the citric acid in the syrup of orange, and the reduced alkalinity results in precipitation of theobromine. The prescription should be dispensed as written, and a "Shake" label should be used.



Now available for immediate delivery. A complete gift line in Norwood Toiletries for men.

Order through your wholesale supply house.

7

Rx Calamine
Zinc Oxide
Olive Oil aa ..... ℥ i
Sol. Coal Tar ..... ℥ i
Bentonite Magma, qs. ad ..... ℥ vi
M. Ft. emulsiones.

"No difficulty, but this is an interesting prescription for an emulsion." This prescription illustrates the emulsifying properties of colloidal solids. A similar example is the excellent emulsion that can be made from heavy liquid petrolatum and milk of magnesia. No special order of mixing is required. The emulsion is semisolid and must be dispensed in an ointment jar or wide mouth bottle.

8

Rx Tr. Digitalis ..... dr. iii
Cystodyne ..... dr. iss
Ess. Peppermint ..... dr. iii
Morphine Sulfate ..... gr. ii
Sod. Phosph. (Fleets) ..... dr. iv
Elix. Vit. B'Comp. ..... oz. i
Gelsil qs. ..... oz. iv
Sig. Teaspoonful in water every 4 hours.

"No difficulty in filling, but in case you should be asked what this prescription is for, could you give a correct answer?" This is a request for information which is legally outside the province of the pharmacist. The physician is not to be questioned on therapeutic desire, although the situation may be reversed when the physician may wish to learn or refresh his memory on therapeutic actions by asking the pharmacist. Whenever a patient questions the pharmacist on therapeutic intent an evasive answer is necessary, and most pharmacists soon become masters in handling this type of situation.

Just for the fun of it, it might be interesting to check through this polypharmacal prescription. The tincture of digitalis stimulates the circulation and kidneys. The Cystodyne is a urinary antiseptic and diuretic. The essence of peppermint is a carminitive for the stomach. The morphine sulfate is a narcotic to relieve pain and anxiety. The Phospho-Soda is a laxative for the bowels. The B vitamins increases the health of the nerves. The Gelsil is protective to the stomach and intestines. What, no belladonna?

9

Rx Sod. Brom.
Tr. Belladonna aa ..... ℥ ii
Tr. Cardamom Comp. ..... ℥ i
Mist. Rhei et Soda ..... ℥ i
Aq. Menth. Pip. qs ..... ℥ iv
M.
Sig. ℥ i t i d pc.

10

Rx Sod. Phenobarbital ..... gr. vi
Sod. Bromide
Aromatic Cascara aa ..... ℥ ii
Tr. Hyoscyamus ..... ℥ iv

Mist. Rhei Alkaline
c Pancreatin qs. .....℥iv
M.
Sig. ℥i in ¼ glass aq. tid pc.

9 and 10. "No difficulty, but these prescriptions are typical of those which are refilled frequently. Can you explain this?" It could be expected that these prescriptions would be refilled regularly because they afford only symptomatic relief. The sedatives, sodium bromide and phenobarbital sodium, give relief from worry and insomnia. The mydriatics, belladonna and hyoscyamus, act as antispasmodics to the muscles of the visceral organs to give relief from colicy pains such as gall stone, kidney stone, spastic colon, and other similar forms.

In all of these prescriptions whenever a modification has been suggested, even when it has been the simple addition of an innocuous ingredient, it goes without saying that the prescribing physician must be consulted. This accomplishes two good purposes. It relieves the pharmacist of responsibility, and it helps the physician to improve his prescriptions.

The above prescriptions are interesting in their lack of Latin nomenclature. This is perhaps a justification in the action to place English titles first in the next Pharmacopoeia and National Formulary. However, it does seem regrettable that the haste of our modern living precludes the use of a distinctive and precise terminology.

It is also striking that not a single prescription is written with metric units. This is contrary to the modern trend to favor the metric system with the purpose of eventually simplifying our dual system by eliminating the use of English units. It seems apparent the usage speaks louder than intentions.

This program will be concluded by allowing time for questions and discussion from the floor.

A most interesting discussion followed Dr. Brecht's presentation of "Prescription Clinic."

President Gilliam asked for committee reports for work done during the two-year period of his leadership, the Legislative Committee being heard from first.

Report of the Legislative Committee

M. B. MELVIN, *Chairman*

No meetings of the Legislative Committee have been held recently, due primarily to this being an off-legislative year. As many of you now realize, the 1945 General Assembly was a most successful one for pharmacy. Due to careful advance planning backed aggressively by your committee with the support of Representatives Burgiss and Welfare and Attorney Bowman, we now have a pharmacist on the State Board of Health and representation on many county and districts boards of health; further sales tax exemptions were obtained on medicinals sold to physicians and hospitals. In addition, upon the recommendation of this Association, more adequate funds were obtained for the State Board of Pharmacy—funds which now are being used to reorganize and strengthen the activities of the Board.

The immediate postwar years will be extremely important ones for pharmacy, hence an active and vigilant committee should undertake a program which will enable us to retain our gains and to extend our front.

Since our incoming president will doubtless appoint a new legislative committee soon, I suggest it meet well in advance of the 1947 General Assembly to map its program and plan its strategy. As a beginning, the Committee should arrange for the introduction of necessary legislation to effect the changes in our Pharmacy Law already approved by the Association. Those of you who attended the Raleigh meeting in 1944 will recall these changes were mostly definitions.

Further, the incoming committee should prepare to uphold our present educational standards and should give consideration to revision of the Pharmacy Act so as to limit the issuance of permits to establishments which are essentially drug stores, hospitals or clinics where the emphasis is on professional services. The trend of establishing drug departments in grocery and department stores should be anticipated and watched carefully.

While it is too early to announce the names of pharmacists aspiring for seats in the Assembly, we are confident that several will be present when the session gets underway. So far at least one pharmacist has announced his intentions of running for the Senate and there are three or four considering the House. And, as usual, we will rely heavily upon the advice of our capable attorney, Honorable F. O. Bowman, who is acknowledged to be one of the best legislative advisors in the State.

Your Committee and your officers will endeavor to keep the membership informed of proposed legislation and any other matters of legislative character as they arise. During the past two years the membership has, as usual, been co-operative when called upon to lend assistance and your Committee desires to express its appreciation at this time.

Respectfully submitted,
M. B. Melvin, Chm.

After thanking Mr. Melvin for his interesting report, Mr. Ralph P. Rogers was asked to make a report of the work done by the Fair Trade Committee.

Report of the Fair Trade Committee

RALPH P. ROGERS, Durham, *Chairman*

In presenting this, the annual report of the Fair Trade Committee, I will present certain factual information concerning the operation of Fair Trade in the State during the past twelve months and, at the same time, I want to sound a warning—a warning that the enemies of Fair Trade are mustering their forces in an attempt to repeal this legislation.

As has been customary in recent years, Fair Trade mailings and contract service have been handled by Secretary Smith through his office in Chapel Hill. Fourteen (14) new Fair Trade manufacturers were added to our list during 1945 and so far this year seven have established minimum prices on their merchandise.

Our net income in 1945, derived exclusively from manufacturers for services rendered, amounted to $541—an amount sufficient to take care of all Fair Trade expenses, making it unnecessary for the Committee to solicit donations. In this connection the Committee would like to state that no contributions for carrying on its activities have been requested since 1942. The work, thus, has been self-supporting for a number of years and we are hopeful this situation will continue.

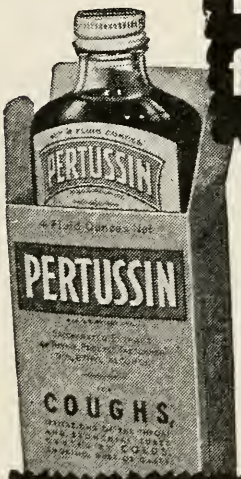
Few violations have been reported to the Committee, but in the small number of cases brought to our attention, prompt attention was forth coming in every instance. The Committee is anxious to be as helpful as possible in correcting violations, whether intentional or otherwise, so we ask you to be as cooperative as possible in reporting price breaks.

Fair Trade is no longer an experiment; it is an established fact—economically sound, fair to the manufacturer, the retailer, the consumer. Yet various governmental agencies are seeking to repeal our Fair Trade Act. Since they have means of getting their side of the story to the public in contrast to our limited means, this is not a laughing matter. Far too many of us take Fair Trade for granted and this, to me, is a danger signal because there is nothing so serious as being lulled into a feeling of false security.

Several months ago a Fair Trade bill was introduced in the Senate by Senator Leverett

Facts at-a-glance

Why you should Push PERTUSSIN for BAD COUGHS! (due to colds)



Double your profit by pushing large 8-oz. size

- Pertussin is absolutely free from narcotics, creosote and chloroform. It may be taken with safety as often as needed by the aged, by adults—even small children.
- Pertussin—with a single therapeutic element—brings such prompt relief because it works *internally*.
- It increases natural secretions in respiratory tract to soothe dry, irritated membranes.
- It loosens thick phlegm. Makes it easier to expectorate.
- Pertussin lessens severity and frequency of coughing. Pleasant tasting, too! Pertussin has been prescribed by thousands of physicians throughout the years.

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Saltonstall. After due consideration by a District of Columbia subcommittee, the bill was reported favorably. At this point, various groups in Washington, opposed to the principles of Fair Trade, requested further hearings before the full committee. Subsequently, the Federal Trade Commission, was asked to present its views and released the recently publicized 1,600 page blast against Fair Trade, based upon its investigations of 1939. Thus, the nation's entire fair trade structure is endangered and we do not believe it is generally understood just how serious the situation is.

The principal opposition in Washington to the District of Columbia bill, which has been withdrawn, apparently came from one newspaper and from a group known as the Federation of Citizens' Association. The principle argument used against Fair Trade by this latter group is as follows:

"Are we going to deny by law the mother and father, or whoever does the shopping, the right of shopping economically if they want to go to the trouble?" This question has been answered time and time again. Let anyone deny that even now when the price of most of the necessities of life, articles not fair traded, even under O. P. A.. has advanced as much as 30%, while most of the fair trade articles sell at the price established prior to the war, and many at an even lower price.

About the time we started on the Fair Trade road, one of the most popular mouth washes which at that time cost the retailer 64c was advertised by the chiseler for 49c. The price cutter trained his sales people not to sell it, but to sell a product of his own make instead. He would let the customer have it if he insisted, but he used it as bait.

In one case the manufacturer of the product himself went in to try and buy a bottle of his own product. Not knowing who he was, the salesman talked disparagingly of it and tried to sell him something better (?). He went to another unit of the same company and received the same kind of treatment. Naturally, other dealers did not display the mouth wash. They could not sell an article for 25% less than they paid for it, and stay in business.

Had this continued it would have meant ruin to the manufacturer. So he decided to go Fair Trade, after which his sales increased by leaps and bounds and his product, which prior to Fair Trade cost the retailer 64c, is now retailed at 59c—and the retailer is making a profit. That is one of the many reasons why Fair Trade has has benefited the consumer.

Here is what W. T. Grant, head of the Grant Chain Stores, had to say in an address before the second annual convention of the National Chain Store Association held in Chicago:

"One of the most common problems in the chain store field today is that of selling goods without profit. In a code of ethics which I recently submitted to the directors of this association one of the clauses read as follows: 'We believe it to be unintelligent and unfair practice to willingly and deliberately initiate the selling of any goods without profit in order to attract business or undersell competition, knowing that every penny that is lost on one item must be made up on another, if business is to continue.'

"I wonder if you have given the matter thought or have realized what a stupid and vicious procedure it is to sell goods without profit. Not only is it necessary for a merchant to take in more money than he pays out in order to continue business but he must make a profit, because that is the economic law. Each time a store sells an item at a loss that loss obviously must be added to his operating expense, and this expense must be covered before a profit can be made. Every dollar's worth of business done without profit is reducing the volume of business upon which some distributor depends for his living."

Let us not overlook the fact we have among us folks who would destroy our form of government. Down in the bottom of our hearts we believe sincerely that to lose Fair Trade these enemies of our country would gain additional strength. Let us do our very best to save democracy both in business and government.

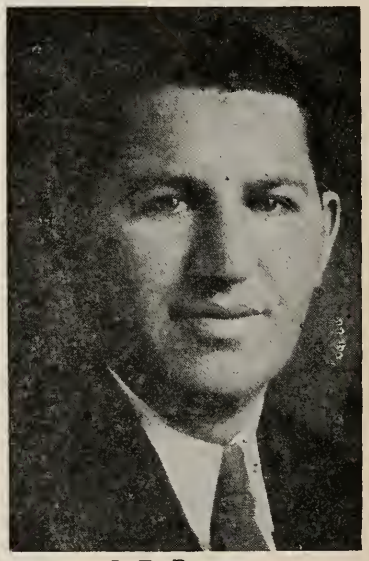
Respectfully submitted,
Ralph P. Rogers, Chm.

The Membership Committee work was reported by I. T. Reamer, Chairman.

Report of the Membership Committee

I. T. REAMER, *Chairman*

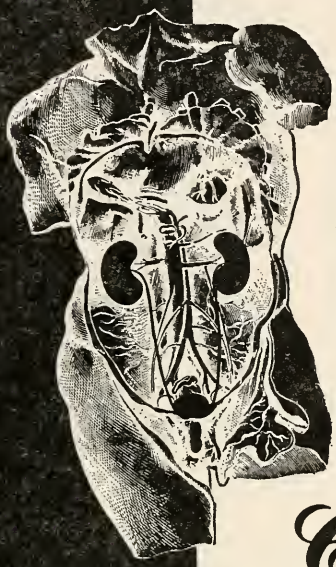
The Membership Committee is pleased to report the addition of 44 new members to our ranks during 1945. Total membership. including 27 pharmacists joining since January 1st, now stands



I. T. REAMER

Reducing Renal Hazards

During Sulfonamide Therapy



Almost complete freedom from kidney damage can be achieved by substituting COMBISUL-TD, a combination of sulfa*thiazole* and sulfa*diazine* in equal parts, for either drug alone in equivalent whole dosage.

Both sulfathiazole and sulfadiazine can be dissolved simultaneously in the same solution nearly to the extent of the sum of their separate solubilities.[1,2] And because each compound behaves as though present alone in the solution the danger of intrarenal drug precipitation from the mixture is only as great as if each were administered alone, and in the partial dosage contained in the mixture. Therapeutic efficacy of COMBISUL-TD has proved to be the same as when either constituent is used alone in full dosage.

Combisul-TD

COMBISUL-TD is available in 0.5 Gm. tablets each containing 0.25 Gm. sulfathiazole and 0.25 Gm. sulfadiazine. Indications and dosage are the same as for either drug administered alone.

COMBISUL-DM is available for the treatment of meningitis and consists of 0.25 Gm. sulfadiazine and 0.25 Gm. sulfamerazine.

COMBISUL-TD available in 0.5 Gm. tablets.
Bottles of 100 and 1,000 tablets.

COMBISUL-DM available in 0.5 Gm. tablets.
Bottles of 100 and 1,000 tablets.

BIBLIOGRAPHY: (1) Lehr, D.: Proc. Soc. Exper. Biol. & Med. **58**:11, 1945. (2) Lehr, D.: J. Urol. **55**:548, 1946.

Trade-Marks COMBISUL-TD and COMBISUL-DM—Reg. U.S. Pat. Off.

Schering CORPORATION • BLOOMFIELD, N. J.
IN CANADA, SCHERING CORPORATION LIMITED, MONTREAL

at 932. Since North Carolina has less than 800 licensed drug stores, the Association has an average of better than one member per store—an average which ranks with the best in the nation and one that every member should point to with pride.

Some of us were apprehensive as to what effect the dues increase voted this past summer would have on our total strength. Since 12% of the membership disapproved the increase, it was logical to assume a corresponding drop-out percentage, but this has not been the case.

During the first quarter of 1946, four members resigned. While we regretted to lose these members, we were cheered by the knowledge that twenty-seven applicants applied for membership during the same period. If the present trend continues the balance of this year, the Association will doubtless pass the one thousand mark by 1947.

The system now in use for obtaining new members is proving satisfactory. Twice a year desirable prospects are written and supplied application blanks. As a result new members are constantly being added to the membership roll.

Currently the Association is revising its membership application blank in order that applicants may better understand the purposes of the Association and obligations incurred by affiliating with the organization. The new blank, which is an extensive improvement over the old one, will be in use early this summer.

Respectfully submitted,
I. T. Reamer, Chairman

Following the three committee reports, it was the pleasure of the convention guests to hear a report of the Student Branch organization of the N.C.P.A., at the School of Pharmacy, Chapel Hill.

Report of the Student Branch of the N. C. P. A.

By PATSY ROY BURGISS, *Secretary*

The Student Branch of the N.C.P.A. this year celebrated its tenth year of organization. Because of a late registration, only five meetings have been held so far. The organization has 47 paid members out of a total school enrollment of 168.

The objects for the year are:

1. Closer cooperation with the State Association. This was brought about by a banquet given the Student Branch by the N. C. P. A. in the winter quarter.

2. The development of poise and adeptness in public speaking among the student members.

3. Education and entertainment through the medium of movies loaned by Mr. W. J. Smith, Sec. of the N. C. P. A. These were: "Now For Tomorrow," produced by the Owens Illinois Glass Co. and "Bill Proctor's Choice."

Outstanding men who have been brought to speak to the organization include: Dr. Robert P. Fischelis, executive secretary of the American P. A., Washington, D. C.; Mr. Thomas R. Hood, Pharmacist, Dunn, North Carolina; and, Mr. Mack D. Dindal of the Hoffman La Roche Company, Raleigh, North Carolina.

The officers of the organization are as follows: Florence J. Lee, President; Viola Howell, Vice-President; Patsy Roy Burgiss, secretary; Ellen H. Macon, Treasurer.

During the year there have been no changes in the Constitution and By-laws.

Financial Transactions during the Year:

Balance from last year	$00.00
Collections for the year	70.50
Total	$70.50
Paid to the N. C. P. A.	$47.00
Local Expenses	1.00
Cash on hand	22.50
Total	$70.50

The organization also wishes to gratefully acknowledge the guidance given by the faculty advisor, Dr. H. M. Burlage and all members of the staff.

At the conclusion of Miss Burgiss' report, the second session of the Sixty-Sixth Annual Convention of the N.C.P.A. was adjourned to reconvene Tuesday morning, April 16th, at 9 a.m.

THIRD SESSION

The third session of the Convention opened at 9 a.m., Tuesday morning April 16th, with the report of the North Carolina Board of Pharmacy, presented by H. C. McAllister, Secretary-Treasurer. This report is published in its entirety, beginning on page ???.

After commenting on the excellence of this report, President Gilliam asked Paul B. Bissette to make a report of work done by the Public Relations Committee, of which he is chairman.

Report of the Committee on Public Relations

PAUL B. BISSETTE, *Chairman*

This is a report of interest to all of you because all of you are part of it. Indeed, the Public Relations Committee very properly might be called a committee of the membership at large. Thus, if we are proud of the accomplishments to date we express that proudness not to compliment us on the committee but to thank you who have made these accomplishments possible.

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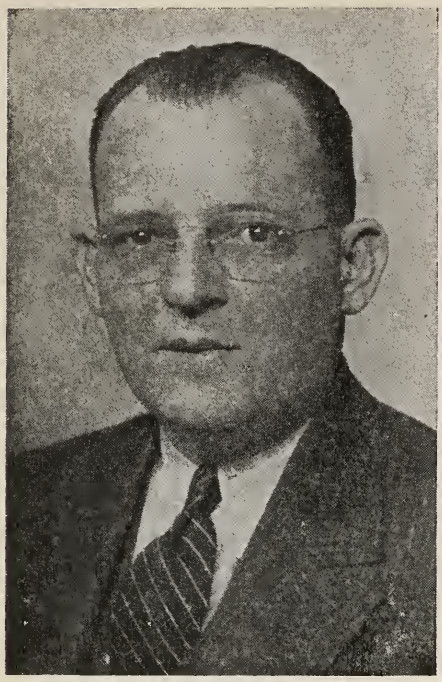

PAUL B. BISSETTE

The Public Relations Program was started on a planned, regular basis in April of 1944 after many years of talking about the need for such an activity.

Weary of seeing Pharmacy kicked around as a step-child of the health professions, we finally launched a positive program aimed at helping the public better understand what we do, what we stand for, and what we have to offer to make this a better state and better nation.

The pioneer months of 1944 were groundbreakers. We began slowly in order to grow soundly. Although we were one of the oldest, largest, and best organized professional groups in North Carolina, our efforts in the past seldom had been aimed directly at the public. For example, a newspaperman who received one of our first press releases replied "This is a pretty good story but who in the h . . . is the pharmaceutical association?"

That lack of understanding is changing. Gradually, our fellow citizens of North Carolina are becoming aware of us pharmacists and of our association.

This is illustrated by the newspaper reports describing this convention. Despite the paper shortage which still limits our newspapers, this convention probably has and will receive more coverage throughout the state than any two meetings we ever held in the past. Publicity, just for the sake of publicity, is not desirable, but the attention given by the press to our meeting here and to our activities throughout the year is indicative of the new era in pharmacy's public relations.

Concrete evidence of what your committee has done, with your help, in the past 12 months is shown by the display of photographs, press clippings, posters, advertisements, and printed literature. We thank Secretary Smith for arranging this display and urge all of you to inspect it carefully.

The Committee estimates that approximately 1,000,000 North Carolinians are reached during an average month by one or more forms of the association's public relations program.

Briefly, the committee's work is divided into the following phases:

First, that of assisting committees of the Association.

A major part of the association's work is carried on by committees. Whenever a committee's activities affect the public or intra-professions, your Public Relations committee is available to assist. Newspaper releases, photographs, ads, posters, and letters in support of the Pharmacy For Victory Committee are a notable example.

Second, that of assisting local or special events.

Throughout the year the state association and local groups conduct special events which are newsworthy. The series of practical schools conducted by the association are an example. Also in this classification was the visit to North Carolina by Dr. Fischelis, Secretary of the American Pharmaceutical Association, and the dinner given by the association in honor of the students and faculty of the School of Pharmacy, University of North Carolina.

Third, publication and distribution of the quarterly newsletter, Show Globe.

To a select list of more than 1,000 North Carolina editors, professional group leaders, legislators and public opinion forming sources is mailed the Show Globe.

You probably have heard comments in your community outside the profession about this little publication. It has been well received and requests to put additional names on the mailing list are being made regularly. Excerpts from it are frequently reprinted in newspapers, magazines, and house organs.

Fourth, answering requests of newspapers, radio stations, magazines, and special correspondents for news, facts, and photographs.

Individual requests are answered quickly and in shape for easy handling. Each month as more newsmen learn that the association has a public relations department this phase of our work is growing.

New Services—

Recently the association has instituted three new public relations services.

They are: window displays, movie library and newspaper ad mats.

A series of ten window displays are now being prepared.

Through the movie library, sound films are available without cost to interested clubs, schools, and civic groups.

Congratulations

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Mats of institutional newspaper ads are now available to individual stores or drug clubs which may care to under-write them in their home town papers.

Long-Range Program

Your committee appreciates the fact that Public Relations is a continuous operation. The need for telling our story to the public will always exist. We are gratified, therefore, by the association's recent action in regards to the revision of dues which results in the placing of the public relations program on a permanent basis. This eliminates the necessity of seeking special, direct contributions for this purpose from pharmacists and drug stores. Manufacturers and wholesalers, it is understood, will continue making direct contributions to the Public Relations Fund.

A total of $8,056.43 has been expended in the twenty months starting in April, 1944 and through December, 1945. A detailed statement is hereby appended for the inspection of anyone interested in reading it now and for publication in the association's report on the meeting.

Thank you very much for the support and follow-through on a local level which all of you have given to our committee.

Paul B. Bissette, Chairman,
C. T. Council, E. C. Daniel,
Phil D. Gattis, T. J. Ham, Jr.,
J. C. Jackson, Roger A. McDuffie,
E. F. Rimmer, Moss Salley,
J. W. Tyson, and W. L. West.

STATEMENT OF RECEIPTS AND DISBURSEMENTS
Public Relations Committee—N. C.
Pharmaceutical Association
April, 1944 through December 31, 1945

Receipts		
Contributions:		
Manufacturers	$1,355.00	
Wholesalers	3,400.00	
Retail Stores	3,107.50	
Individuals	515.00	
Traveling Men's Auxiliary	100.00	$8,477.50
Testimonial Dinner Tickets		156.00
Sale of photographs		31.50
Total Receipts		$8,665.00
Disbursements		
Counsel—Harvey-Massengale (20 months)		$4,000.00
Printing		488.48
Postage		1,415.60
Office Supplies		209.07
Clerical wages		59.75
Mimeograph supplies		98.13
Testimonial Dinner		155.56
Mortars and Pestles		101.78
Window Display		65.74
Photographs		276.02
Telephone and Telegraph		142.26
Citation Dinners		293.13
"Show Globe" expense		221.36
War Bond Drive Promotions		216.72
Matrices		101.12
Movie Films		90.20
Engravings		15.00
Audit 1944		10.00
Miscellaneous		96.51
Total Disbursements		$8,056.43
Excess of Receipts over Disbursements		$ 608.57
Cash on Deposit, December 31, 1945		$ 608.57

After thanking Mr. Bissette for his interesting and valuable report, President Gilliam introduced Miss Marsha Hood, pharmacist of Kinston, North Carolina, who is at present a graduate student at Purdue University. Miss Hood spoke on "The Advantages of Practical Training in Schools of Pharmacy."

The Advantages of Practical Training in Pharmacy Schools

By MISS MARSHA HOOD

Today in the pharmacy schools throughout the United States the pharmacy profession is at last achieving something that for years an all out effort has been put forth to achieve—more students in pharmacy. At our pharmacy school at Carolina, the freshman class is the largest in the history of the school, as is the same case in many other pharmacy schools. I think that through the past years it has become rather traditional that in one of the first meetings of the new students in pharmacy, astounding facts are presented to the incoming students—the future pharmacists of the state. These facts usually consist of vital statistics showing the total number of registered pharmacists in the country, the proportion of pharmacists to the population against the proportion that should be between the pharmacists and population. The number of pharmacists that leave the profession out-numbers the number entering the profession making the problem a serious one.

With the increasing enrollment in pharmacy schools we may be encouraged that at last we are on the road forward rather than continuing backward. However, now that we have more students in pharmacy than ever before, the schools are finding that they are not prepared to handle the increased number of students to the best advantage. The classes are terribly overcrowded; there are too few teachers in the field of pharmacy; the laboratory space is far from being adequate. Many problems are arising, and the answer comes to the mind of many—a new Pharmacy building.

In 1944 I was placed on the Post-War Planning Committee, and it was at a meeting of this

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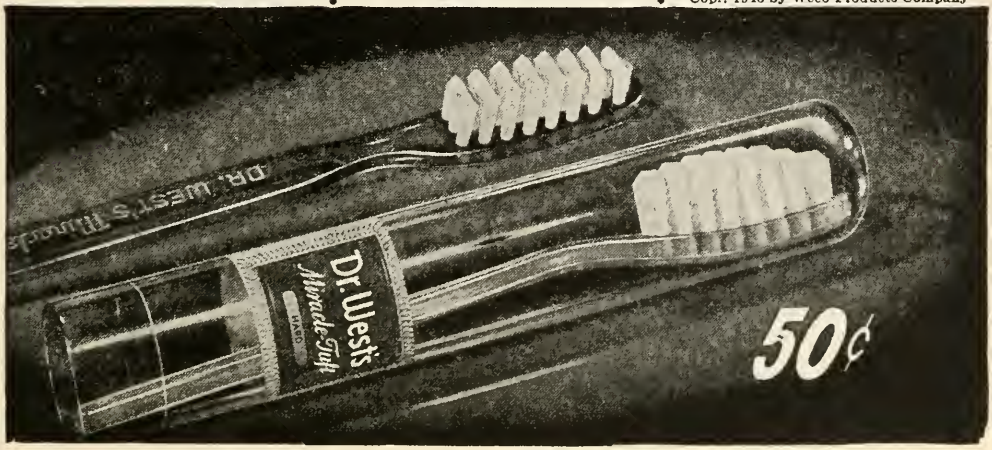

committee that the prospects of a new pharmacy building were discussed. It was the hope of the committee along with faculty of the Pharmacy School that, in the not too distant future, we would have a new school, and that it might be closely connected with the medical school. To be satisfied with what we have would be very poor foresight, for to look ahead and strive for something better is the basis for advancement. With the thought that some day, and soon, we hope, we will have a new pharmacy building with many improvements, I would like to bring several points and thoughts to you—the pharmacists of my state. I am sure that the Pharmacy School staff will not feel that anything that I say is in any way a reflection on our school today or the curriculum offered, for no one could be more attached to it than I. It is just that we all hope for a new and better school to train our pharmacists to be the best of all the states.

I have a definite reason for wanting to talk with you on this subject. My desire is to get you so enthused over the possibility and plans for a new pharmacy school that you will feel that you absolutely must help do something about it. Why can't we make our school of pharmacy rank with the very top pharmacy schools in the country? We can! It is through an act of our state government that a new Pharmacy School would come into being, and it is through the pharmacists of the state, scattered over the 100 counties, that pressure could be brought on the government and let them know what we want and what we need for the betterment of the state.

For a number of years now when the Visitation Committee of the N.C.P.A. has made its yearly visit to the school and asked the seniors what improvements they think necessary for the school, the same suggestion has been made—that the school have a room set up as a small pharmacy with a well rounded stock of proprietaries and prescription merchandise and other essentials of a small drug store. I am sure that if you were to look back into past reports you would find that this recommendation has been passed by this body, but as yet the students do not have their mock pharmacy, which they know would be a great factor toward making their pharmacy training more complete. With the thought in mind that, in the not too distant future, we hope to have a new pharmacy building—it would be wise that we take time to think about possible changes in the school, the setup and curriculum offered to the students. Every idea and plan should be toward the same goal—that the pharmacy student upon graduation has the finest training possible for his professional work.

It is along these lines that I would like to talk first. What means are there of giving the pharmacy student a more practical training while he is still in school?

Since November 1, I have been enrolled in the School of Pharmacy as a graduate at Purdue University in Lafayette, Indiana, and have served as a graduate assistant on the staff. During this time I have had an opportunity to become quite familiar with their setup and curriculum. I think that it will interest you to get a picture of their program pertaining to the practical dispensing and the manufacturing training offered—both of which illustrate the point of practical training and the advantages it offers to the school and the students. In your own mind you may form an opinion as to whether or not a similar program would be advantageous to our school in the training of our own pharmacists.

Every college and university has the same problem—that of safeguarding the health and welfare of its students. As the attendance of every school is increasing, so is the problem, and it becomes more and more important that a proper solution be found. We at Carolina are indeed fortunate to have a new hospital that was built by the Navy and is now a part of the University. Some years ago Purdue University solved their problem by establishing a Student Health Service. Here all students may go for consultation and treatment. This service is in many ways similar to the service offered at U. N. C.—the difference is in the direct connection of the Health Service and the Pharmacy School at Purdue. All students who register in the University pay a small fee each semester which entitles them to medical attention at any time it is needed. If the student needs medicine, one of the three doctors at the health service writes the prescriptions needed and the student takes them to the apothecary in the pharmacy building to be filled without charge. The pharmacy building is located just to the west of the executive building where the health center is located. Thus by entering the southeast door of the pharmacy school, only a few steps from the executive building, you enter the apothecary.

The apothecary is furnished with modern and attractive fixtures and is equipped as a modern professional drug store. There are glass counter cases and glass wall cases for display. The displays in the cases are changed during the terms and various departments of a drug store are featured—the displays vary from the leading cosmetic lines to the different types of pharmaceutical preparations made in the pharmacy school. Current and ethical posters and pictures pertaining to penicillin, blood-plasma, vitamins and the like are put on display. If you will notice some of the pictures that are on display you will see display cases and in what manner they may be dressed. The drug store stock, ethical posters, and other professional items prove to be most interesting to the university students who come into the apothecary to have their prescriptions filled. Chairs are also provided for those who care to wait for their medicine. The dispensing department, which is semi-open, is in white enamel and provides space for six prescriptionists. A biological cabinet, typewriters, manufacturing equipment as well as all equipment necessary for a complete and well stocked prescription department, are all provided. There is sufficient drawer space, cabinets and shelves, and a Schwarta system of cabinets for chemicals, stock bottles of acids, solutions, lotions, tinctures, syrups, capsules, tablets and other preparations.

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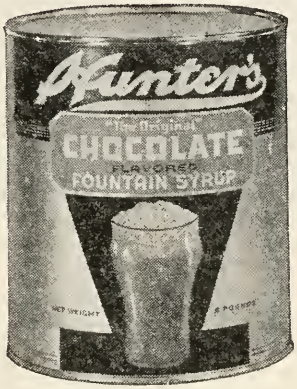

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There are also shelves and cabinets for gallon bottles for refilling stock bottles. About 75% of the preparations that are dispensed in the apothecary are products of the manufacturing lab which will be discussed in detail later. Therefore the number of items used that are manufactured by pharmaceutical houses is much smaller than it would be otherwise. In order that the student becomes familiar with the proprietary and prescription stock that he will need to know in the average drug store these items from the leading manufacturing houses are placed on display in glass cases in the dispensing department. The apothecary, as you see, is set up as nearly as possible like a modern ethical drug store that may be found in any town.

Senior students who have all the preliminary courses in chemistry, materia medica, practice dispensing, as well as all galenical pharmacy courses, do the actual filling of prescriptions. This is done, of course, under the direction and very close supervision of the licensed pharmacists who are in the apothecary. These students could not possibly receive any better training in filling prescriptions, for they are actually dispensing just as they would in a drug store. Everyone who works in the apothecary wears a white coat which adds dignity to their lab. The student receives the prescription from the patient, sees that all necessary information is written on the prescription blank before giving a check to the patient, then fills the prescription and, before wrapping, has an instructor to check his work as a precaution against any possible error. In addition to filling prescriptions written by the doctors in the health service, many university students bring prescriptions from home or from town doctors and after obtaining the signature of one of the doctors in the health center they are brought to the apothecary to be filled—thus, this gives the pharmacy students a greater variety of prescriptions to dispense. On the front wrapping counter there is a large National cash register which affords the students an opportunity to learn to ring sales in a correct manner. The seniors are also taught prescription pricing and during their time spent in the apothecary they actually figure the price of the prescriptions filled from the cost mark written on all stock bottles. The cash register is used to ring the amount of the sales as though an actual transaction were being made rather than it being just an assignment in lab. This experience is excellent for the students—especially for those going into the retail or prescription business.

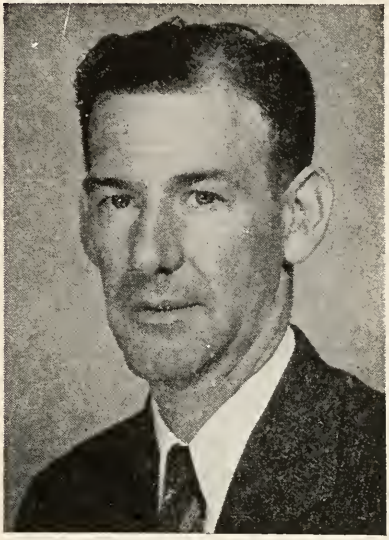
The apothecary averages filling about 25,000 prescriptions a year. However, during the year May 2, 1942 to May 1, 1943 there were 35,690 prescriptions filled. In addition to filling prescriptions and doing the regular compounding that is necessary to keep the dispensing department stocked, the apothecary with the manufacturing department work together, to supply the student health service with its stock preparations, medicines that are used in the doctors offices and also small units of medicine that are prepared for the doctors to hand out to the patients if it is not necessary for them to go to the apothecary for a prescription to be filled. During this same period of time in 1942-32, the materials sent to the health center in part were: 113,000 capsules; 296,000 tablets; 100 pounds of ointment, and 1000 pints of various solutions; also 36,000 units of bottled and labeled preparations such as cough syrup, gargle, nose drops, ointments, lotions, mixtures, etc. Thus the total prescriptions and other units filled for the student health service was approximately 80,000 during 42-43.

Some years after the apothecary had been operating, a manufacturing department was set up in the pharmacy school. This department was made necessary by the increase in the number of prescriptions filled in the apothecary, and the amount of materials sent directly to the student health service, and also the demand of large quantities of standard pharmaceutical preparations as well as special formula preparations. By setting up the manufacturing lab a two-fold purpose could be accomplished. The demand of the apothecary and the SHS could be supplied and, at the same time, the students could receive valuable instruction. The manufacturing lab has grown continuously since it was first established. Today it is well stocked and equipped with numerous and various pieces of machinery to give the students a clear insight and training in small scale production of pharmaceuticals. Dr. H. G. DeKay and his assistant supervise the manufacture of all preparations which are made by the junior students, and all preparations are carefully checked before they are sent to the dispensing room. Preparations of all classes are manufactured by the students in their lab for use in the apothecary—capsules, elixirs, emulsions, fluidextracts, hair preparations, lozenges, liniments, magmas, mixtures, mouth preparations, ointments, nasal preparations, powders, solutions, spirits, syrups, tablets, tinctures, waters.

The manufacturing department at Purdue consists of three laboratories, which house the tablet machines, the Hobart mixers, colloid mills, the capsule machine, pressure filter, and bottle filling machine and space for granulating and sieving, and all types of compounding which would go on in a manufacturing laboratory. The pictures that you may observe after the meeting will give you some idea of the facilities in this department. I also have a complete list of the equipment in the manufacturing labs, and also a complete list of the preparations that are made. It is interesting to note the figures of the amounts of five important classes of preparations that were manufactured and prepared during the school year of 1940-41. The products and the amounts were 250,000 capsules, 1000 pounds of ointments, 2,700 gallons of liquid preparations, 300,000 tablets, and 400 pounds of powders.

Not only manufacturing but a great deal of formulation is done in this department especially by the graduate students and advanced undergraduates. Most of the preparations used and prescribed by the doctors at Purdue are ones that were originated and were developed in the

R. W. (Deacon) Lowe



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laboratories of the Pharmacy School. Such formulas were carefully studied over a period of time before they were adopted for manufacture and detailed to the doctor. The manufacturing department has prepared a formulary of the various formulae which have been used in the manufacturing labs for the past several years. Several of these books are on display for you to look at, and in case you are interested you may copy any formula and try it out in your own store.

I am convinced that the practical training that the students get under such a system is most valuable to their pharmaceutical training. From experience I know that many students graduate from college with their B.S. degree in Pharmacy and yet they themselves feel incapable of going into a drug store as a registered pharmacist and taking over the responsibility that they should assume as prescriptionists. With a system as I have prescribed, every student before graduation would have a year of filling prescriptions and getting the actual experience that he would get in a prescription department of any drug store. Confidence is gained as well as experience—which is just as valuable—for a pharmacist must have confidence in his work and a satisfaction that he puts forth his best. We are able to name many advantages of such a system. In addition to the necessary experience gained, the student, by having this experience prior to graduation, will have opportunity to decide if he is well suited for and likes prescription work or whether he would prefer manufacturing, industry, research or hospital pharmacy. A system of this type could be worked out at the University of North Carolina between the Pharmacy School and the University Infirmary. Such a program would be advantageous not only to the students receiving the training but to all the university students who would benefit by the better health service offered them.

By setting up such a system whereby the student has his advanced training in dispensing, another most practical addition to the school would be a manufacturing department. A manufacturing laboratory would only be practical where there existed an outlet for the products made—thus a dispensing department and manufacturing department would work together in a program most worthwhile. With an apothecary service the purchase price of pharmaceuticals which would be needed could be cut approximately 1/4 to 1/2 if they could be made by the manufacturing lab students. This program, as I said, is most profitable to the health service of the school and also to the school of pharmacy as a teaching aid. The entire state should benefit as it would mean that the graduates of pharmacy would have a more thorough preparation and training thus making them better fit for entering their profession. I believe that the sum total of advantages to the institution and the state would be multiplied well beyond the effort required to establish such systems and make additions to the curriculum.

The students would gain valuable material from the educational standpoint in putting to practice the theories and fundamentals of pharmacy which he obtains in the courses in beginning and operative pharmacy. The manufacture of large quantities of medicinals involves a different technique than that of small quantities. The training, however, would be extremely valuable to the student in his future practice as a registered pharmacist. His knowledge of the products which he sells will be greatly enhanced and he will be in position to explain to his customers many of the finer points of pharmacy. A student would also be given the opportunity to find out for himself if he or she would like to go into manufacturing, which is a big field and a growing one, and presents interesting work for many in the field of pharmacy. Such training would also be beneficial to those who plan to enter hospital pharmacy, as they would be better acquainted with making preparations in large quantities as would be one phase of their position.

If time permits me, I would also like to talk with you just a bit on the values that manufacturing offers to the registered pharmacist—you. The opportunities open to a pharmacist in his own field are almost limitless and yet there are only a few pharmacists who take advantage of their professional knowledge to the fullest extent and put their training of the finer points to practice. If the pharmacist so desires, he can practice the art of the profession and render a service to himself, his community, and the allied profession of medicine. The pharmacist who does much manufacturing derives a sense of satisfaction from its accomplishments. Psychologists tell us that the creative instinct is fundamental in man; that his happiness depends largely upon his ability to view his own handiwork with pleasure and pride. Doubtless the greatest benefit the pharmacist can obtain from his manufacturing is continued love for his work. So long as the pharmacist does some of his own manufacturing, he will remain interested in his daily task, and as long as he is interested an esteem of his work will naturally follow. The manufacturing pharmacist also gives added importance to his profession. During the past years leaders in pharmacy have been concentrating on means to recover professionalism and prestige. Hundreds of professional pharmacies have appeared throughout the country and one cannot deny that those who operate professional pharmacies are doing much good for the profession. When I say that a pharmacist would do good to do some manufacturing, I do not mean go into anything on such a big scale that you will crowd out other departments and not give the proper time to your dispensing duties, but a logical and practical side to your prescription work. The pharmacist could manufacture many more products than he does with economy. Of course, he must be guided by prudence and a knowledge of his ability in selecting the preparations he wishes to manufacture; ordinarily, however, he should be able to prepare any official formula that does not require elaborate technique. If the pharmacist has the confidence of hia doctors and if he has kept up with his manufac-

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turing, he can make valuable suggestions for suitable prescription combinations and can direct the doctor toward the use of official preparations. It is not infrequent that a doctor wants to give a combination of ingredients and is not sure of how they should be mixed or if there is any incompatibility in the mixture he wants. Information of this type might be readily given to the doctor, and you would at once rise in his estimation as a pharmacist who is there to help him. There is one type of preparation in particular in which the pharmacist could do a great deal of work—that is dental preparations. Too many dentists believe the pharmacist incapable of preparing dental preparations for him. Much is being done to better the relations between the dental and pharmacy professions. Numerous articles are appearing in drug journals giving type prescriptions and dental products that the pharmacist might prepare for the dentist. The pharmacists themselves could do their bit in the effort by becoming more alert to the dentist's needs and his ability to aid him.

There are several formulas that would be very good for you to take and try just to see how you like the feel of doing a little manufacturing, and from then on you have an open field. The preparations that I will mention have been used by the SHS at Purdue for a number of years.

Formula 1 contains

Pot. Guaiacol Sulfonate	256 gr.
Ammon. Cl	256 gr.
Sb. Pot Tartrate	3 gr.
Chloroform	54 m
Syr. Cherry	250 cc
Simple Syr. qs	1000 cc

Cough syrup.

Total cost $2.00 gal. 1/2 catalog cost.

Formula 2 Gargle used extensively

Glycerin	250 cc
Tannic Acid	6 Gm
Phenol	10 cc
Oil Peppermint	4 m
Oil Spearmint	2 m
Thymol, Menthol aa	2 gr
Alcohol	2 cc
Water qs	1000 cc

Total cost $1.87; catalog cost $4.00.

To give you a brief summary—my advocation is that in our own School of Pharmacy we should offer more practical training for our students to better prepare them for their professional work. This may be done by establishing an apothecary for filling prescriptions which would have a tie with the school medical service; also a manufacturing lab which would give students practical training and which would supply the medical center and apothecary. The advantages of such a system are numerous, the most important being that our students upon graduation would be more fully qualified to enter at once into their profession with not only knowledge but with valuable experience, which would, in turn, place our pharmacists on an even higher level. By making additions to the pharmacy curriculum we would prepare our students not only for retail work but for manufacturing, research, and hospital pharmacy. Also I advocate that the pharmacist upon graduation, and those that have been registered for years, use their knowledge of their profession and let the doctors know that they know what their business is.

President Gilliam thanked Miss Hood for coming from Purdue to make this talk, and expressed the appreciation of the group assembled.

The next feature of the program, an address by Mr. F. M. Schwemmer, merchandising manager of the Centaur Company, was highlighted by an illustrated lecture on

How to Build a Profitable Baby Goods Department

Each year increasing numbers of retail druggists across the country are installing baby goods departments in their stores. This trend toward more baby departments is based on sound marketing factors but the fact remains that some of these baby departments will establish themselves as far more successful operations than others.

Since our own business is so directly dependent on his Highness, "The Baby," the problem of selling to mothers has been given a great deal of study over the years, particularly the question of retail drug store baby departments.

The results of our continuing study provide some rather definite answers as to why some Baby Departments become outstandingly successful. Naturally, store location, the type of neighborhood from which the store draws its trade, and the size of the store itself have a bearing on the problem. However, taking the average store in the average location we have discovered that one of the most important ingredients in the success of a baby goods department is THE PROPER FRAME OF MIND on the part of the druggist in planning and operating his Baby Goods Department.

The successful baby merchandiser who is in the proper frame of mind realizes in advance that operating a successful Baby Goods Department just like operating a successful prescription department, depends upon two words, SERVICE and CUSTOMER CONFIDENCE.

If you are going in for a Baby Goods Department you must realize that the word "SERVICE" covers a lot more ground than simply maintaining stock and wrapping packages. "Service" when used in connection with a Baby Goods Department means in addition such things as making a study of common childhood troubles and disorders. It means some knowledge of infant care particularly with regard to feeding and cleanliness. It implies a genuine affection for infants and small children and patience with them as they grow up and their inquisitive hands

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Dr. West "25" Brush
Dr. West Dental Plate Brush
Kee Handkerchiefs
Lilly Dache Nets

COTY
Perfumes
Toiletries
Cosmetics

AMITY
Leather Goods
of
QUALITY

MILLER RUBBER COMPANY
Flat Goods
and
Drug Sundries

FIRST AID SUPPLIES
Surgical Dressings

LILLY
Pharmaceuticals
Biologicals
Penicillin
Ethical Specialties

PUREPAC
P
U
R
PUREPAC
P
A
C
Drys—Liquids
Specialties

OWENS-ILLINOIS
Duraglass Prescription
Ware—Emerald Green
Capsule Vials—Ointment
Jars—Powder Jars
Pyrex Nursers

MAGNUS, MABEE & REYNARD
Essential Oils
and
Specialties

S. B. PENICK & COMPANY
Crude Drugs—Botanicals
Alkaloids

JUSTICE DRUG COMPANY
GREENSBORO, N. C.

North Carolina Service Wholesaler

smudge nice, clean display cases and disarrange merchandise displays.

"CUSTOMER CONFIDENCE" follows logically from this understanding of the word "SERVICE" as applied to Baby Department operation. It is fostered by the way in which you present your baby merchandise, and through the contacts you build up with physicians in your neighborhood.

If you have this frame of mind toward the Baby Department you are contemplating for your store it is almost a foregone conclusion that your department will be a successful one and a big contributor to gross volume and net profit.

How Much Business Can I Do in My Baby Department?

1. The census figures show that for the past 10 years there have been an average of roughly 2,500,000 babies born each year. The current birth rate is at an all time high and based upon the experiences after the last world war, the birth rate will continue at a high level for some years to come.

2. Don't forget that babies born this year will be Baby Department customers for the next 3 years. There are 8,000,000 children under 4 years of age in the United States. This is an average of roughly 160 children per drug store; obviously, some stores will have more than this, others less.

3. Figures show that each baby born in your neighborhood requires approximately $40 worth of drug store merchandising during the first year of life. Any customer that will spend $40 in your store is worth going after.

4. The actual Baby Department potentials for your store can easily be figured out based on the experiences of other retail druggists, since the average drug store doing $60 per day should gross approximately $3,300 per year in baby items alone. You are certainly aware that mothers do not "shop" for bargains where the baby is concerned. This means that you get full price and full profit on every sale! And the beauty of it is that the operation of a Baby Goods Department does not call for any expensive refrigerating machinery, a large staff of technically trained employees, and costly store fixtures. Thus the gross profit realized is practically a net profit.

Where Should I Locate the Baby Department?

1. Many successful operators of Baby Departments have found that the best place to locate the Baby Department is in the rear of the store. A particularly good spot is between the wrapping counter and the feminine hygiene department.

2. This rear of the store location appeals to customers since it affords them a measure of privacy and they can discuss their problems in confidence. In addition, the location near the wrapping counter is desirable because the customer usually has her handbag open at that point and it is a cinch to sell related "impulse" baby items from open display.

How Much Room Do I Need?

A successful Baby Department does not require a big layout. A 6 ft. x 6 ft. floor area is adequate. Some of the best ones take up no more room than that required by two flat top tables each six feet long placed side by side with stepped back shelving on them. The space underneath can be used for stock if you enclose the legs with plywood panels and provide doors. Expensive fixtures are not necessary. The tables as described will do a better job.

What Should My Department Look Like?

1. Since you are in the business of selling baby merchandise, it is important that the department say to the mother immediately upon entering the door, "Here I am." Be generous with your use of color—Baby blue and pink are perfect. Stick to these colors. Cover bare wooden surfaces with crepe paper or other material in these baby colors.

2. A hand-lettered arch or other type of good looking sign reading, "Baby Department" or "For Your Baby," etc., at the top of the department is a worthwhile expenditure.

3. Brighten up the department with appealing baby pictures. Enlargements of snapshots from your Camera Department are always good.

4. Make sure the department has adequate lighting not only so your customer can see the merchandise better but because it helps to further the impression of a sunshiny nursery corner.

5. Above all keep the Baby Department meticulously clean and neat at all times. Don't allow the merchandise to get dusty and flyspecked. Remember, the mother has been trained by her doctor and nurse to sterilize everything that comes in contact with the baby—to wear a mask if she has a cold. She naturally expects her druggist to be as careful about his baby merchandise as she is in caring for the baby.

Who Should Be in Charge of the Department?

1. Put a mature person in charge of the Baby Department and make that person responsible for its appearance and success. If it is a mature woman, so much the better. Many mothers will talk more freely to a woman clerk. Be sure that this person has a detailed knowledge of the baby products you stock. Suggest that he or she study books on baby care.

2. Introduce the clerk to the physicians in the neighborhood. You can soon determine whether he or she is a person to instill faith and confidence in the mother. If these qualities are lacking, this clerk would be better off in some other part of the store.

How Can I Promote the Baby Department to Mothers?

1. One of the best ways to promote the department to mothers is to let the department do its own promoting. This means keeping it well stocked with recognized branded merchandise in a complete range of package sizes. Make it easier for the mother to buy her baby needs by

WHAT O'HANLON-WATSON "*SERVICE*" MEANS TO YOU—

S- SATISFACTION
E- ECONOMY
R- RELIABILITY
V- VALUE
I- INTEREST
C- COURTESY
E- EFFICIENCY

Conveniently Located to
Most Efficiently and Promptly
Serve the Drug Trade
of Piedmont and Western North Carolina

We Solicit Your Patronage

O'HANLON-WATSON DRUG CO.

WINSTON-SALEM, N. C.

grouping naturally related items together such as bottles and nipples, boric acid and cotton, baby powder and baby oils, thermometers and medicaments.

2. DONT BE AFRAID TO PUT THIS MERCHANDISE ON OPEN DISPLAY WHERE THE MOTHER CAN SEE IT, EXAMINE IT, AND BUY IT.

3. Use small price tags on each item—mothers like to get the whole story quickly and it will save you much time and unnecessary conversation.

4. Change your display around periodically. It helps to make the department seem new. One device that has been used with success is to feature one or two products at a time on a small white pedestal at the front of the department. Then as new baby items come on the market call attention to them in this way and feature them with a printed sign, "New Things in Baby Care."

5. Local newspapers in most towns list the babies born each week. Keep track of these births when they occur in your neighborhood, using a simple card file system organized by days of the month.

6. Use the birth lists as a mailing list and send the proud new parents a letter or card of congratulations. Even better send an inexpensive gift with a greeting card enclosed. Druggists who have done this find that in 8 out of 10 cases the parents are so impressed that they will purchase their initial baby requirements from them.

7. Each year thereafter, using your card file system, it will pay you to send a birthday greeting to each child. It doesn't cost much but what dividends it pays in additional baby business.

8. Another practice that many druggists have found profitable is to build a small library of books and pamphlets on baby care. The Government has some worthwhile booklets available on this subject. Some manufacturers of baby items have this material and from time to time oustanding magazine articles appear. These are in addition to books on the subject, a list of which may be obtained from any library. Display this reading material on a rack or shelf near the Baby Department so that mothers may refer to them while in the store or borrow them for reading at home.

HOW CAN I PROMOTE THE DEPARTMENT TO PHYSICIANS?

It is simply good business to keep in close touch with the doctors in your neighborhood. Let them know about your Baby Department, the line of products you carry. Ask them to drop in at their convenience so that they may become familiar with your Baby Department at first hand. They are always glad to know of special services that druggists have available for their infant patients and will often recommend a particular drug store in which they have confidence when asked to do so by the mother.

* * * * *

There are countless other ideas and methods for building Baby Department volume and profits. With a little thought on your part this list could be expanded indefinitely. If you will make use of the relatively few tested methods suggested in this pamphlet, you will have gone far toward building a profitable Baby Department business. The most important thing is to get in the proper frame of mind first and then determine right now that you are going to get your share of this baby business. It is practically yours for the taking!

At the conclusion of Mr. Schwemmer's address, the report of the Historian was called for. In the absence of the Historian, Dean J. G. Beard, who was unable to attend, the report was read by M. L. Jacobs of Chapel Hill.

Report of the Historian

EDWARD VICTOR ZOELLER

By J. G. BEARD

The report of the Historian for the year 1945-1946 takes the form of a brief Memorabilia, and sketches the life and career of one of North Carolina's great, if not its greatest pharmacist.

The death of Edward Victor Zoeller at Tarboro, N. C., on October 22, 1944 marked the going of a memorable character. He had been born in New York City on September 19, 1857, of Edward and Phillipina Zoeller, but his parents moved with him to Tarboro when he was but seven months old. At the age of fifteen he went to Jersey City and worked for the next two years in the drug store of an uncle. He then enrolled in the New York College of Pharmacy (now a division of Columbia University) graduating therefrom in 1877 with the degree of Ph.G. Coming immediately back to Tarboro he spent the remainder of his entire and highly useful life in the State of which he was zealously fond. He dedicated his career both to retail pharmacy (Staton and Zoeller which became E. V. Zoeller and Co. on January 1, 1922) and to organized pharmacy. As a retailer his life was uneventful. Modestly successful, altogether ethical, thoroughly worthwhile, it was a source of pride, but not out of the usual. It was in the field of organized pharmacy that Dr. Zoeller made his noteworthy contributions. From the time he played a worthy part in creating solid life into the North Carolina Pharmaceutical Association from the day it was founded in Raleigh on August 11, 1880, he held every possible office and part he could play in the effective functioning of the machine. From being president in 1890, Secretary in 1887-1890, he served in so many minor positions in the organization that it would become tiresome to catalogue the list. Perhaps his greatest contribution was to the board of pharmacy. Helping to initiate the legislation that led to the establishment of the board in the Legislature of 1881, he was officially named as an examiner by Governor Holt

Scott Drug Company

Incorporated

Charlotte, N. C.

Established 1891 to serve the Retail Drug Trade

"Where Courtesy is not Rationed"

in 1892, and when Dr. T. C. Smith resigned as president of the board of 1894, the other members unanimously elected Zoeller to head the organization. So effectively and conscientiously did he serve in this capacity that he was allowed to release the responsibility of president only when death came exactly fifty years later. It is doubted if this record will ever be matched—certainly for longevity it has never been approached. Zoeller was an early spirit in realizing the lack of, and need for, a school of pharmacy in this state. Two efforts to establish and maintain such a school at the State University had failed in the eighties. Along with a small group authorized to do so by the State Association, he came to Chapel Hill in 1897 and was able to persuade the late President Edwin A. Alderman to create the school that began formal functioning in the fall of 1897 under the direction of the affectionately remembered Dean Edward Vernon Howell. Perhaps the most enduring monument he could have created or would have wanted to create was the large and varied library that his last will directed his executors to transfer to a place in Howell Hall of Pharmacy at the University of North Carolina in Chapel Hill.

Joining the American Pharmaceutical Association in 1878 he changed his annual affiliation to life membership in 1903. Even until his late years he was to be found almost each summer at the conventions of this great cohesive force in American Pharmacy. Of more importance than at first it may seem, it is necessary that the organic body of machinery an association possesses should stay in motion, Zoeller had an almost fanatic determination that the Constitution and By-laws of his state association should not be ignored. Year after year he guarded not only the words but the spirit of this legal machinery. As decade after decade of service followed one another the first recognition came to him of how his work was valued. In 1922 the University of North Carolina conferred upon him the honorary degree of Doctor of Pharmacy. When he received this degree his nominator said of him: "He has given to North Carolina a life of devoted service in forwarding the progress and elevating the standards of his profession. He effectively labored for salutary legislation in his field." The twenty remaining years of his life since that day were given in the same manner. In 1923 he was made an honorary life member of the North Carolina Pharmaceutical Association. In 1929 he was elected to the honorary presidency of the American Pharmaceutical Association in commemoration of an active affiliation which at the time of his death had lasted sixty-six continuous years.

No biography of Dr. Zoeller is complete unless mention is made of his love of fun, particularly at the other fellow's expense, even though he could always take a joke at his own. Reference also should be made of the manner in which he appeared early and stayed until late hours when any convention he attended was in session. In the vernacular, he never "missed a trick." Can any who knew him well fail to marvel at his ability to cover any information of printed facts pertaining to the medical sciences? And his memory seemed glued to any data he once gathered. His townsmen will recall his interest in civic affairs. From the mayoralty, which he held for several terms beginning May 5, 1925, to even minor matters which seemed trivial, he had interest and pride in his municipality. And in his state and his section and in his country.

Certain qualities mark the life of any man whose span stretches over reasonable length. Honesty, abrupt exactness, and disregard for the little niceties if they must be had at the expense of fact characterized this man who is being memoralized. Nothing would deter him from frankness. Stark exactness was a science, almost a religion with him. He made a contribution to the pharmaceutical life and times of his age that will be valued more the further he gets away from it. Those privileged to have lived under his close reach are fortunate indeed. He lived quietly, modestly, yet in his fashion he lived fully. His memory should be preserved in this organization especially since to its good he gave everything that life held dear.

After thanking Dr. Jacobs for reading the report for Dean Beard, and expressing his sorrow that Dean Beard could not attend the meeting, President Gilliam asked for the report of the U. N. C. Visitation Committee, of which W. L. West is chairman.

Report of the Visitation Committee

W. L. WEST, *Chairman*

This report of necessity is a general one, due, in part, to the fact that no recent visit has been made by our committee to the School of Pharmacy at Chapel Hill. Since the personnel of our Committee has served for two years and doubtless will be replaced by an entirely new group by Mr. Daniel, our incoming president, a resumption of the Committee's periodic visits will undoubtedly be on its agenda this Fall.

Your Visitation Committee met in Chapel Hill on April 25th, 1945 with the following members present: J. A. Way, Jr., Winston-Salem; Paul Bissette, Wilson; J. A. Mitchener, Jr., Edenton; and W. L. West, Roseboro. The Committee met with Dean J. G. Beard and members of the Pharmacy School faculty and were conducted on a thorough inspection of the Pharmacy building and equipment and commends Dean Beard and his staff for their accomplishments and the excellent training that is being given the students of Pharmacy at Chapel Hill. However conditions were found to exist in regard to the building and equipment, that should not be allowed to continue if the greatest proficiency is to be obtained by both the faculty and students. These condi-

tions cannot be corrected by the renovation of the present building, because the expense incurred, makes such a plan prohibitive. The present building occupied by the School of Pharmacy was originally constructed for the Chemistry Department in 1904, and was reconstructed for the use of the Pharmacy School in 1927. There is only one stairway to the upper story of the building, with no fire escapes. The building is not fire-proof and therefore constitutes a constant fire hazard. The Laboratories do not have hoods or fans to rid them of obnoxious or dangerous fumes that may be generated in the process of laboratory experiments. The building does not have the necessary space for a general stock room and does not have the equipment for providing hot water for the laboratories and lavatories.

The University School of Pharmacy is one of the largest professional schools at the University and it holds a commanding position in the field of Pharmaceutical education. If it is to maintain this position, more adequate facilities must be provided. To date, our efforts to remedy the situation have made little headway, mostly because a 4-year medical school seems to have priority over everything else with the University Administration. In view of this state of affairs, it seems desirable to plan a more effective approach to the problem of securing a new building, and I am sure it is one that the incoming Committee will want to consider.

Right now, the question of University salaries is a pressing one and of particular interest to our Committee, since one member of the Pharmacy Faculty has resigned, effective as of June 1st, to accept a more remunerative post in another State. Other universities and colleges, with higher salary schedules, are constantly making inroads at Chapel Hill, a situation which is not at all favorable. If we maintain our progress, we must keep our schools staffed with the best teachers obtainable, pay them adequately and provide retirement benefits, equally as good or better than those offered by out-of-state institutions. Until this situation is altered, we may expect a continued exodus from Chapel Hill.

In order that you may have a better conception of this problem, I quote from a report presented to the Board of Trustees of the University of North Carolina by a committee appointed by Governor Gregg Cherry to investigate needs at the University:

> "It is axiomatic that you cannot obtain a first rate faculty on a second or third rate salary schedule. Unfortunately even university professors need shoes and clothes, which sometimes wear thin and threadbare; they have to eat bread and meat, live in houses, and perhaps should have the privilege of marrying and raising children. This, of course, applies to all three branches of the University, and what we report as to faculty salaries applies equally to each of them. All have

been put on an equal salary schedule, and this report contemplates that they should remain so.

"The present faculty salary scale, the same one in existence since 1922, only a little short of a quarter of a century ago, starts with $1400 a year for instructors and goes to $4500 a year as a maximum for full professors. In exceptional cases these have been supplemented by such benevolences as the Kenan and other funds established, or which we hope will be established, by loyal benefactors of the University.

"Simple justice demands the adoption and payment of the following as a necessary and minimum faculty salary schedule for all three institutions:

Instructors	$1800—$2500
Assistant Professors	$2800—$3500
Associate Professors	$3800—$4500
Full Professors	$4800—$6000

"We understand that the Trustees approved such a schedule in September, 1944, although the necessary funds have not so far been made available. Our State's revenue laws have been carefully planned so as to take full advantage of any business increase or inflationary tendencies in prices. This accounts for our unprecedented State surpluses. However, the identical factors which have enriched the State's treasury have increased living costs. The State can ill afford to reap the benefits of a somewhat inflated economy, without making compensating revisions in the salaries of its employees."

Your Committee is impressed with the calibre of work being done by the pharmacy students at Chapel Hill, particularly by the GI's, who make up about one-third of the student body. They are conscientious, hard workers and in many instances surpass the civilian students in the quality of work being done.

As previously announced in the CAROLINA JOURNAL OF PHARMACY, the school has returned to its prewar schedule of three months to the quarter and three quarters for the school year. While some of the students will remain over for general courses during the summer session, many of them will elect to work in a drug store during June, July and August. In case you can use one of these students for this period, we suggest that you write to Dean Beard or Assistant-Dean Jacobs without delay.

With an ever increasing student body and a strong, capable faculty to guide them, we can look forward to the future with confidence, knowing that our pharmacists will be well trained and prepared for whatever may develop in our profession.

Respectfully submitted,
Visitation Committee
W. L. West, Chairman,
H. M. Dean,
J. A. Mitchener, Jr.,
Paul Bissette,
J. A. Way, Jr.

Since Mr. West's report concluded the program of the third session of the Convention, it was declared adjourned to reconvene at 2 p.m. of the same day.

FOURTH SESSION

The fourth and final session was called to order at 2 p.m., April 16th, and the afternoon program was begun with a panel discussion "On the Job Training," led by Dr. James E. Hillman, Director, Division of Professional Service, and Dr. J. Henry Highsmith, Director, Division of Instructional Service, North Carolina Department of Public Instruction.

Plan for Training Veterans

PURPOSE

Veteran's Legislation is dedicated to the veterans. Our purpose is to assure the veteran that he shall receive the benefits due him under that legislation. This means that our responsibility is to see that the veteran's on-the-job training program gives him the opportunity to receive his benefits, finish his training, and reach a definite job objective.

AGENCIES THAT MAY GIVE TRAINING

Manufacturing plants, garages, shops, business and industrial establishments. Before an agency can qualify to give training under provisions of the above law it must be approved by the State Veterans Education Committee. The veteran trainee is not eligible to receive financial aid from the Veterans Administration unless employed by an approved agency. Retroactive benefits are explained in Part 7, under "For the Veteran."

APPROVAL OF TRAINING AGENCIES

Requests for consideration for approval as a training agency should be addressed to J. D. Taylor, Executive Secretary, State Committee, Veterans Education, State College, Raleigh, North Carolina. If, after investigation, the agency is found suitable for training purposes and furnishes evidence that it does or will have an organized training program, approval will be given and the agency will be notified.

FINANCIAL AID FOR VETERANS IN TRAINING

In addition to the wages or salary paid to the veteran by the employer, there is provision that "a subsistence allowance of $65.00 per month, if without a dependent or dependents, or $90.00 per month if he has a dependent or dependants" shall be paid by the Veterans Administration to the veteran, provided that the sum of the wage allowance and the subsistence allowance when added together does not exceed the skilled rate for that craft, trade, or occupation for which the veteran is training.

ON-THE-JOB TRAINING

This is a program designed to give the veteran practical on-the-job training under the

direction of an experienced workman. Under this plan, instruction is given in various phases of the trade and covers jobs involving a list of operations approved as suitable for training purposes by the Veterans Education Committee. On-the-job training is in many ways similar to apprenticeship. It may not be as broad in scope but is probably more suitable for trades that require less than two years to learn. On-the-job training programs should include all of the following provisions:

1. A written statement of the proposed program.

2. A man selected from workers to whom trainees will be assigned, who will act as instructor.

3. A list of jobs to be learned.

4. A breakdown of each job to be learned into a list of operations.

5. An estimate of the amount of time necessary to learn each job.

6. Supplementary text material to be studied by trainee under the direction of an instructor, either by supplementary classes or under the direction of the on-the-job instructor.

7. A graduated schedule of wages to be paid during the training period.

Training of veterans by on-the-job method will be most apt to be successful if the following conditions are met.

1. The company personnel is sincere in its desire to really *train* veterans.

2. A written statement of the training plan has been prepared and all parties concerned with training understand and agree to it.

3. The written statement includes a schedule of the operations to be learned with the approximate amount of time necessary for learning each step.

4. There is a schedule of pay with regular increases as the learner progresses.

5. An attempt is made to select veterans with aptitude and interest for the different trades to be learned.

6. Skilled men with instructional ability are designated as instructors. It is the duty of these instructors to guide the veterans in their learning. They should, by telling how and by demonstration, make learning easy for the veteran.

RESPONSIBILITIES OF AND STEPS TO BE TAKEN BY A VETERAN AND HIS EMPLOYER

The following steps are suggested to make it as simple as possible for the veteran and his employer to do the things necessary so that the veteran may receive from the Federal Government the training benefits to which he may be entitled under Public Law 346.

FOR THE VETERAN

1. The veteran should contact the nearest U. S. Employment Office for information on job opportunities.

2. The veteran should find out if his employer or prospective employer has been approved by the State Committee on Veterans Education.

3. If the place of business has not been approved, he should request the employer to apply to the State Committee on Veterans Education for such approval.

4. The veteran must obtain from the Veterans Administration in Winston-Salem a Certificate of Eligibilty, stating the length of training time during which he may receive subsistence.

5. To get this certificate, the veteran must secure from the office of the Veterans Administration, or its field representative, or the local representative of the Veterans Service Commission, either in person or by mail, Form 1950 (further instructions given in Form 1950).

6. This Certificate of Eligibility, when received by the veteran, must be filled in and signed by him and then presented to his employer for endorsement. If satisfactory to the veteran and the employer, the veteran may start work at this point.

7. The veteran's *benefits are retroactive* to the date his application Form 1950 was received at the Veterans Administration, or the day he entered training, whichever is the later date.

8. The veteran should not return the Certificate of Eligibility to the Veterans Administration until the company or firm has received a written notice of approval from the State Committee on Veterans Education.

FOR THE EMPLOYER

1. The company or firm should contact the State Committee on Veterans Education asking for approval to give on-the-job training to veterans. This must be done before the veteran can become eligible to receive training benefits.

2. The company or firm will receive from the State Committee an application form. This form is also available at the United States Employment Service Office and at Veterans Service Offices.

3. After a company or firm is approved, it is qualified to sign the endorsement on the veterans Certificate of Eligibility.

4. The quota assigned to each establishment is based on the number of skilled or trained workmen in each trade or profession. In some cases the Committee will not be able to grant the full quota requested because the number of trained or experienced workmen did not justify it. Under certain conditions the Committee will consider granting an additional number of trainees for specific trade classifications, provided an additional allotment is justified.

5. The time ordinarily required to process an application is approximately from two to three weeks. During that time your application will receive proper attention and every effort will be made to write you as soon as possible. When so many applications are coming in, the committee will appreciate your kind and patient waiting until your request can be reviewed. If you fail to hear from this office after a three week period, please write or telephone for information that you desire.

HOW TO PREPARE A TRAINING PROGRAM

Step I

Break the job down into all the main operations in which an employee must become pro-

ficient before he can be classed as trained or skilled in the particular job.

Step II

Under *each main operation,* list and describe the *different duties* that must be performed by the trainee in learning *each main operation.*

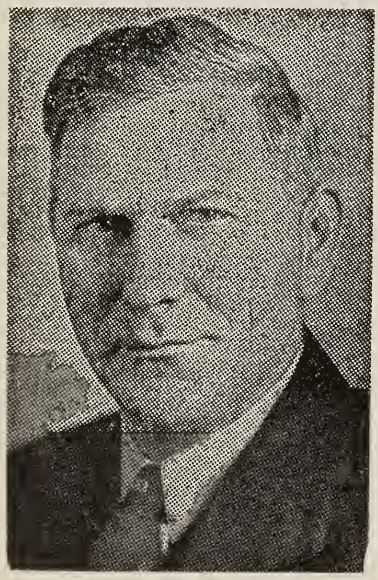
Step III

Estimate the length of time that may be required to learn each main operation. (See sample.)

The convention guests then had the privilege of hearing an address by The Governor of North Carolina, The Honorable R. Gregg Cherry.

Address by Governor R. Gregg Cherry

Yours is an ancient and honorable profession, and I count it a high privilege to appear before you on this occasion as your guest speaker. You certainly did not invite me because of any scientific knowledge which I might possess. Therefore, it is not incumbent upon me to give you any advice as to how you shall conduct your professional affairs. Even the doctrine of "hell, hanging, and calomel," which some of us were taught in the days of our youth has been lost in the maze of modernism. The global wars we now fight have relegated hell to second place; as to hanging, North Carolina is two jumps ahead of that, but my understanding is that you can still supply calomel, if and when that form of physical punishment is prescribed.



GOV. R. GREGG CHERRY

Seriously speaking, I repeat that yours is an ancient and honorable profession, dedicated primarily to the art of preparing and compounding prescriptions of physicians. Consequently, it is a close ally of medicine, which, in turn, is dedicated to the task of diagnosing human ailments, in order that they may be prevented, treated and cured. Medicine is divided into two main classifications, namely curative and preventive, but, in helping either branch, you are called upon to perform an important service.

Since disease entered the world to harass humanity, mankind has sought relief from pain and means for postponing death. Through curative and preventive medicine, the span of human existence has been nearly doubled during the past 160 years. We are told that in Noah's day men and women lived to be hundreds of years old, and who are we to doubt the statements set forth in Holy Writ? The span of life decreased until David, the Psalmist, declared that "the days of man are three score years and ten"; and if, as in verification of this statement, David died at the age of 70. But longevity continued to decline until it was around 35 years in the early days of the American Republic, since which time nearly 30 years have been added to human expectation at birth, or around ten years for every fifty year period.

Certainly, it is no mere coincidence that the average span of life has nearly doubled since the Declaration of Independence was signed. For one thing, I think it shows that the forefathers laid the groundwork for a healthy, as well as a politically free, republic. We have done more for the promotion of public health than any other nation on earth. We have made public health a part of our governmental structure, and mass protection a common responsibility. We have done this and, at the same time, up to the present, at least, we have kept the medical profession free from governmental or political domination; and I, for one, hope the day will never come when this great allied profession will be brought under the yoke of any form of totalitarian, Federal, or State control. On the other hand, I feel we can go a long way still in the further advancement of the health of our people, through cooperative effort, without resorting to "socialized medicine," in the objectionable sense of that term. I think it is possible for us in North Carolina, for example, to work out an adequate hospital and medical care program, with the aid of organized medicine, rather than in spite of it, or in an antagonistic manner.

If I sense the sentiment of the medical profession in North Carolina, and I think I do, our physicians stand ready to throw the support of their influence and active cooperation behind any reasonable plan that will safeguard and guarantee the health of all our people, regardless of their economic, religious or racial status. It must be that way in a democracy, where the humblest is as much entitled to every protection that can be thrown around him as the mightiest. We have created means for the common protection of the property of our people; we have set up ma-

chinery for safeguarding the masses against lawless aggression, and we have provided schools for the education of all classes and races. Do we not owe our people as much in the matter of health protection as we owe them in educational and economic protection? I think we do. Our leaders in the field of medicine think so, and I believe the members of *this organization* concur. Furthermore, let us not lose sight of the fact that any medical care program should be directed by the medical mind and locally controlled.

As pharmacy and medicine are allied professions, it follows very logically that the members of *your group* have made valuable contributions to what has already been accomplished in the eradication of disease and the prolongation of human life. For many years now, you have been represented on our State Board of Health, and, lest this voluntary precedent be broken at some future time, the last Legislature made it mandatory that one of your members serve on this important administrative Board, in recognition of the services you have already rendered in this respect, and in anticipation of further contributions which, undoubtedly, you will make, as our public health structure continues to be strengthened to meet whatever new needs may arise.

You should take further pride in the fact that you comprise a group of educated, and specially trained, men and women. Before the working tools of a registered pharmacist are entrusted to any hands, they must be trained to use them as they should be used, and the mind that governs the movements of those hands must be an informed, as well as a trained mind. You must not only be well grounded in the fundamentals of pharmacy, but you must keep abreast of the times; you must follow new developments in the field of therapeutics, and must be competent to supply, with skill and precision, medicines which physicians may prescribe. Furthermore, you must have passed a rigid examination, after your pharmaceutical training, for your own protection against the admission of incompetents into your ranks, and for protection of the public against mistakes which untrained persons would make.

There are, I am informed, between 75 and 100 schools of pharmacy in the United States, which are enrolled with the American Association of Colleges of Pharmacy. This organization, since its establishment in 1900, has had great influence in raising the standards of pharmacy, by voluntary cooperation.

But for this cooperation on your part, the protection against impure drugs which our people now enjoy could never have been realized. You have not only sponsored and helped to secure the passage of protective laws, but you have sided in the enforcement of these laws, even when it meant trouble for the unscrupulous pharmacist. In other words, you have practiced self-regulation, both for self-protection and the protection of the public you are obligated to serve in a very intimate and particular manner.

Along with the doctor, the pharmacist has, through the years, built up a popular confidence which is a distinct tribute to the profession. He is called upon as an expert in first aid. The nearest drug store is always the objective of the sufferer who needs immediate relief or simple remedies with which to replenish his medicine cabinet. This imposes upon you a heavy responsibility. But the pharmacist can go just so far in ministering to the sick and the injured, and the wise pharmacist will not undertake to make a diagnosis, but, on the contrary, will refer the customer to his family doctor. There are also certain drugs which cannot be sold promiscuously, over the counter, but must be prescribed by a competent medical physician before they can be dispensed at all. Barbiturates and codeine, for example, have recently been brought under this class, also various other drugs, some of which formerly could be purchased at will. Habitual use of these drugs caused great damage. Many of us can remember when laudanum and paragoric could be purchased at any crossroads store. Those were the days when parents sometimes doped their babies, to keep them from crying and when laudanum, rather than a competent dentist, was depended upon by some to relieve toothache. One group of harmful drugs is divided into two classes—narcotics and hypnotics, all of which are definitely harmful, unless taken upon the advice of a competent and ethical physician. None of them ought ever to be sold over the counter, promiscuously. Pharmacists were among the first to recognize the danger of such drugs, and to them we may accord much of the credit for bringing them under control. Those who assisted in this performed a great humanitarian service.

Then, there are those doubtful remedies, many of which are highly advertised—to which people resort for relief from pain. If I may make the suggestion just here, it seems to me that pharmacists would be performing a great service by advising against the promiscuous use of these drugs. By so doing, no pharmacist could be justly accused of playing into the hands of doctors. In the first place, if the remedy were good and measured up to all the claims made for it, the doctor would prescribe it, and the pharmacist, in turn, would then sell it to the customer. On the other hand, when and if a person suffers ill-consequences from self medication, his doctor bill, in the end, amounts to much more than if he had consulted his physician in the first place.

In maintaining the high standard of ethics you have built up for your profession, you have not only served humanity, but you have earned the confidence which you so richly enjoy. Many of you, because of the confidence reposed in your profession, have been called to positions of trust in civil life; your representatives have been placed on boards and commissions, to aid in the administration of important public affairs. Wherever you find a live church, you will find that pharmacists are numbered among its membership. Go to any luncheon club, and you will find pharmacists. You will find them in our legislative halls; you will find them at parent-teacher meetings. and you will find them on the

way to the polls on primary or election day, to cast their ballots for the best men running—but you will *never find* a qualified pharmacist engaged in any nefarious, or even doubtful, undertaking.

The fact that the pharmacist does enjoy the confidence of his fellowmen, places him in a position that enables him to render a very definite service in more ways than merely selling, preparing and dispensing drugs. (Of course, by popular demand, a drug store must now be a regular department store, a cafe, a news stand, and a shooting gallery for Cupid.) But, after all, the subject uppermost in the mind of the ideal pharmacist is how he can best minister to the physical needs of humanity, working in cooperation with the medical profession. He likes to put out the best sandwiches in town; to dispense real coca-cola, rather than a substitute, and to supply the ladies with perfumes, cosmetics and other appurtenances that will give them the real "it." Naturally, he wants his lady customers to move in a fragrant atmosphere; he wants his men customers to exhale the most aromatic cigar smoke in town, and he wants his lunch counter customers to go away fully satisfied.

In a more serious vain, I express the conviction that the *real* pharmacist takes far more pride in the fact that his prescriptions are taken with confidence by his customers and that his line of drugs is as pure and dependable as any to be found than he does in being able to supply the luxuries of life from his shelves and over his counters.

Another thought occurred to me while thinking about what I should say to you on this occasion. There are certain diseases that attack humanity that are neither preventable nor curable. On the other hand, there are many which are definitely preventable, and for the eradication of which vaccines and sera are dispensed through pharmacies. I think, it would be a fine thing for the members of your profession to stress the importance of immunization against disease, in your conversations with customers—especially parents—and even in your display windows. I remember—and I suppose some of you do—the day when every drug store was marked by the presence of two large glass liquid containers, filled with some red and green substance. Just why they were there, I have never been able to figure out. In fact, some of them remain to this day; but they have, for the most part, been crowded out of display windows by the latest and best lines of tooth paste, cosmetics and various other things people want and need. There is something fascinating about a drug store window. The attention of passersby is invariably drawn to it—and it presents a good form of advertising that is ethical, attractive, and workable.

You will also find in many display windows posters announcing benefit plays, revival meetings in neighborhood churches, and other evidences of a fine community spirit on the part of the proprietor. I believe that the addition of posters setting forth the benefits of immunization and other forms of preventive medicine would constitute a real service. Most of the manufacturers of pharmaceutical supplies are now preparing immunizing agents used to combat preventable diseases among both children and adults. Why not include posters describing the benefits of protection against disease, through immunization? This would call the attention of the public to just what is available in the way of prevention, as well as cure.

A good example of the thought I am trying to convey in this connection has been brought to my attention by a member of the staff of the State Board of Health, which in recent years has intensified its insistence upon the immunization of children against diphtheria, in compliance with the State law passed in 1939. Under the provisions of this act, the parent or guardian of every baby is required to have it immunized against diphtheria between the ages of six and twelve months. The Board of Health recently prepared an attractive poster warning against the dangers of neglecting immunization. These posters are being prominently displayed in drug store windows throughout the State, and my information is that the pharmacists are giving splendid cooperation in this public health undertaking. Whooping cough also is preventable, and the 1945 Legislature passed a bill requiring immunization against this infantile disease during the first year of a child's life. All such measures constitute a step in the right direction, in the march toward better health for our people, beginning with the child, which is the logical starting point. That is why I have advocated and will seek to secure the physical examination of every school child in North Carolina. We must first detect a physical ailment or defect before we can adopt corrective methods. It has made my heart literally bleed to see people suffering under the crippling effects of diseases which could have been prevented in early childhood.

In 1944, hysteria swept North Carolina, when we suffered the worst infantile paralysis epidemic in our history. Everybody wanted to cooperate. In that case, we were confronted by something spectacular and sensational, and our health authorities and physicians were kept busy, trying to allay the fears of the population, while at the same time, they advocated sane, constructive precautions against the further spread of this terrible disease.

Let us not forget that thousands of our children are the victims of defects which are not spectacular, but which, at the same time, will unfit them to become useful citizens. We must direct our attention toward the correction of these, if we are to have a healthy citizenship in the future; but we cannot succeed unless we make the necessary determinations. We cannot get the picture in its entirety unless and until we have examined every child in North Carolina. It is a gigantic task, I realize, but one well worth striving for.

I have been gathering information from reliable sources which, in due time, I shall make public, in connection with the perfection of the

program I have in mind and which I advocated even before my election to the office of Governor. We must protect our children, and your sympathetic cooperation in this great humanitarian endeavor will not only add impetus to the movement now under way for a more healthy State, beginning with the child, but will be in keeping with those lofty ideals which have always characterized your ancient and honorable calling. Pharmacy, as a profession, has always put service above self. You have not only served the public by providing them with remedies for the healing of the body, but you have, with the march of time, cooperated in the protection of the public by demanding and maintaining a high standard for the governance of your profession.

To address you on this occasion has been both a privilege and a pleasure, and in extending my own good wishes to you, I feel I am reflecting the sentiments of a public that is appreciative of the role you have played in making this world a better place in which to live.

After the ovation tendered Governor Cherry at the conclusion of his address, the session again resumed a very business-like atmosphere, and additional committee reports were the order of the day. The first committee report of the afternoon was that of the Resolutions Committee with J. C. Jackson, Chairman, presenting the report.

Report of the Resolutions Committee

J. C. JACKSON, *Chairman*

The Resolutions Committee, in a meeting held yesterday, endorsed the following resolutions which had been submitted to it for consideration:

Whereas, the 1946 Convention of the North Carolina Pharmaceutical Association has been an exceedingly successful one, and

Whereas, much thought, care and planning went into this convention, and

Whereas, Organized Pharmacy is progressing as a direct result of such labor freely given, therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association extend its appreciation to Frank H. Pender, Local Secreary; C. A. Raysor, Honorary Chairman; Mrs. J. Conrad McGee; B. Lacy Meredith; and the officers of the Woman's Auxiliary and the Traveling Men's Auxiliary for their important contribution to the success of the meeting, and

BE IT FURTHER RESOLVED that the North Carolina Pharmaceutical Association express to the Dr. T. C. Smith Company, Southern Dairies of Asheville, Biltmore Dairies, Lance, Inc., to the speakers, committee members, and all contributors of merchandise its thanks and appreciation for their assistance in making the Sixty-Sixth Annual Convention an outstanding and profitable one.

(Signed) C. T. Harper.

Whereas, this Association enjoys the active support and cooperation of two exceedingly progressive organizations, the Woman's Auxiliary and the Traveling Men's Auxiliary, and

Whereas, the two Auxiliaries have been and are continuing to be vital factors in the growth of the Association, and

Whereas, programs initiated and carried on by the two Auxiliaries have added substantially to the progress of the NCPA as well as to their own organizations, therefore

BE IT RESOLVED that we hereby express our appreciation of the services to Pharmacy of the Woman's Auxiliary and the Traveling Men's Auxiliary, and ask our Secretary to incorporate this resolution in the minutes and send a copy to the officers of the two organizations.

(Signed) H. R. Lewis.

Whereas the North Carolina Pharmaceutical Association has received fine recognition of its outstanding work in promoting the sale of more than $15,000,000 in war bonds, and

Whereas this activity was carried on under the direction of the "Pharmacy for Victory Committee," therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association give a rising vote of thanks to the members of this Committee for their patriotic work.

(Signed) Chas. M. Andrews.

Whereas, as a result of the activities of the Public Relation Committee, Pharmacy has received extensive recognition, and

Whereas, the Committee's work has established a better understanding between the profession and the public, therefore

BE IT RESOLVED the North Carolina Pharmaceutical Association go on record as recommending to the incoming president that the Public Relations Committee be continued, and

BE IT FURTHER RESOLVED that this Association express its thanks to the members of the Committee for the time and effort they have spent in carrying on this work which has meant so much to the profession.

(Signed) J. G. Ballew.

Whereas, the week of May 18 to 24 has been set apart by the National Association of Retail Druggists and cooperating organizations, and dedicated to the dissemination of first aid principles and methods, and

Whereas, knowledge of first aid principles and methods is essential in emergencies and serves to relieve and minimize human suffering, and to save time, money, and even life, needlessly lost when inadequate or improper methods of aid are employed, and

Whereas, observance of National First Aid Week, by calling public attention to the frequency and seriousness of such emergencies, serves to induce caution in the use of dangerous machines and instrumentalities and thus to reduce the number of accidents, and

Whereas, knowledge of modern first aid principles and methods is available to every man,

woman and child, and reliable first aid materials are readily procurable by all; therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association officially recognize and observe National First Aid Week by urging its members to install window displays, sponsor special newspaper ads and by distributing first aid pamphlets.

(Signed) Lee A. Wharton.

Whereas, the North Carolina Pharmaceutical Association endorses the principle of Selective Service as an impartial and just means of providing military personnel for the defense of our country; and

Whereas, the health of the citizens of any nation is an important factor in its ability to defend itself; and

Whereas, the Selective Service System has recognized the part contributed by Pharmacy in maintaining the public health by permitting those pharmacists whose practice is essential to remain in that practice; and

Whereas, the Selective Service System has sought the advice of organized pharmacy in the state through the use of the Pharmacy Advisory Committee for Selective Service and has maintained the integrity of this committee by accepting its recommendation with regard to the essential nature of a pharmacist in a given community; and

Whereas, any course of procedure in which such advice was not sought would have resulted in the complete disruption of pharmaceutical service in many localities of the state; therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association extends its appreciation to the State Director of Selective Service and to his associates for the fine spirit of cooperation extended to the Pharmacy Advisory Committee during the war emergency;

BE IT FURTHER RESOLVED, that these presents be spread upon the minutes of this Association and that a copy be forwarded to the State Director of Selective Service.

(Signed) H. C. McAllister.

Whereas, the members of this organization have to contend with a Federal Excise Tax on cosmetics, toilet articles and other arbitrarily selected commodities, and

Whereas, the record keeping required and the reports necessary for accuracy in filing the amount of taxable sales with our Government are unduly burdensome, and

Whereas, the members of this organization and pharmacists in general, as a matter of practical record keeping, are having to pay a substantial amount of this tax, therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association urge Congress to discontinue the excise tax on cosmetics and toilet articles, and to replace such tax, if necessary for revenue purposes, with a tax at the source.

(Signed) W. Moss Salley.

Whereas, the University of North Carolina has lost some of its best faculty members to industry, the Government, and other institutions because of a totally inadequate salary schedule in operation at the University, and

Whereas, at the present time there are 125 members of the faculty at Chapel Hill who have received offers ranging from $500 to $5,000 or more in excess of their present salaries, and

Whereas, this state has an obligation to its citizens in maintaining its teaching personnel at the highest possible level, therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association urge the state to appropriate sufficient additional revenue for the coming biennium to bring the University's salary schedule up to par with other institutions of equal rank, and

BE IT FURTHER RESOLVED that the Association lend its support and exert its best efforts toward effectuating this proposal.

(Signed) Sam E. Welfare.

Whereas, an organization known as The Good Health Association was recently formed in the State, and

Whereas, the primary objective of The Good Health Association is the extension of medical care through cooperation and active support of the program now being sponsored by the State Hospital and Medical Care Commission, and

Whereas, this Association has consistently supported all programs aimed toward improving the general health and welfare of our people, therefore

BE IT RESOLVED that the North Carolina Pharmaceutical Association endorse the objectives of The Good Health Association and pledge its full cooperation in furthering the progressive program upon which the organization is now working.

(Signed) George E. Royall.

Whereas, medicinal alcohol costs around $20 a gallon, $17.19 of which is Federal Tax, and

Whereas, because of this exorbitant and unreasonable tax only a small percentage of our pharmacists now handle medicinal alcohol and have ceased compounding many simple alcoholic preparations; and

Whereas, the so-called "draw-back" of $11.46 on a gallon of 191 proof medicinal alcohol is so surrounded with red tape, triplicate applications, and record keeping that practically no pharmacists qualify for the "drawback" by paying the $25 occupational tax, and

Whereas, such a situation puts a premium on the operation of the individual pharmacist and indirectly contributes to the centralization of drug manufacture and promotes semi-monopolistic practices, therefore

BE IT RESOLVED by the North Carolina Pharmaceutical Association that this uneconomic tax be repealed and that a copy of this resolution be sent to the members of the Ways and Means Committee of the U. S. House of Representatives.

(Signed) J. W. Martin.

BE IT RESOLVED that the North Carolina Pharmaceutical Association, recognizing the ever-increasing need of more adequate facilities for the

instruction of the students in attendance in the Pharmacy Department of the University of North Carolina, do now go on record as favoring the earliest possible construction of such facilities as the proper authorities may deem adequate.

(Signed) E. F. Rimmer,
Harry H. Allen, Jr.

Whereas, the Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association has been highly helpful in promoting various activities undertaken by the North Carolina Pharmaceutical Association, and

Whereas, the Traveling Men's Auxiliary is an aggressive organization with one of the largest memberships in the entire nation, and

Whereas, much of the success of the Traveling Men's Auxiliary can be attributed to the intelligent direction provided by its officers and board of directors, and

Whereas, in particular, the loyal service for 17 years of J. Floyd Goodrich as secretary-treasurer of the organization has been outstanding,

BE IT HEREBY RESOLVED that the North Carolina Pharmaceutical Association officially extend its congratulations and appreciation to the officials of the T.M.A. with special commendation to J. Floyd Goodrich.

(Signed) D. L. Boone.

To our valiant leader, President Wade A. Gilliam and his co-workers, we wish to give a rising vote of thanks for the splendid way in which our Association has been handled during the past two years.

(Signed) The Resolutions Committee.

For the outstanding work done by our Secretary-Treasurer, W. J. Smith, and the able assistance of Mrs. W. J. Smith in building our Association to the point that it rates as the number One Association in the United States, therefore

BE IT RESOLVED that the members of the North Carolina Pharmaceutical Association endorse everything that they have done for our Association and members, and offer our continued support to them in the years ahead.

(Signed) The Resolutions Committee.

Following the report of the Resolutions Committee, President Gilliam asked for the report of the Committee on Time and Place. Mr. E. P. Crawford was spokesman for the committee composed of H. W. Walker and W. B. Gurley.

Report of Committee on Time and Place

E. P. CRAWFORD, *Chairman*

Due to the unsettled condition at the present time, it is the opinion of the Committee on Time and Place that the decision concerning the next meeting be left to the Executive Committee, with the recommendation that Charlotte be the meeting place if this proved to be feasible at the time of the next annual convention.

The next report to be presented was that of the Nominating Committee as follows:

Report of the Nominating Committee

President—T. R. Burgiss, Sparta; Earl Tate, Lenoir.

First Vice-President—G. E. Andes, Wadesboro; T. G. Crutchfield, Greensboro.

Second Vice-President—W. B. Gurley, Windsor; J. C. Jackson, Lumberton.

Third Vice-President—A. H. Cornwell, Lincolnton; W. A. Ward, Swannanoa.

Member, Board of Pharmacy, Five-Year Term—J. C. Brantley, Jr., Raleigh; C. R. Whitehead, Ramseur.

Member Executive Committee of the N.C.P.A. Three-Year Term—L. W. Aiken, Asheville; E. C. Daniel, Zebulon.

(Signed) P. J. Suttlemyre, Chairman,
E. A. Brecht,
J. D. Hood,
Roy Johnson,
E. F. Rimmer,
Dean Tainter.

The final report of the Annual Convention was that of W. J. Smith, Secretary-Treasurer of the N.C.P.A., and Secretary of the Executive Committee

Report of the Executive Committee

FIRST MEETING

The first meeting of the Executive Committee for the current year was held in Chapel Hill, November 1, 1945. Paul B. Bissette, E. C. Daniel, R. P. Lyon, Ralph P. Rogers, President Gilliam and Secretary Smith were present for the meeting.

The Committee received a report of the Cosmetic School sponsored by the Association. Due, in part, to the success of the School, the Committee authorized Secretary Smith to continue this work by arranging a series of short-term schools during 1946, preference to be given such subjects as insecticides, farm animal needs, vitamins, hormones and the like.

The Committee voted to sponsor a professional seminar in Chapel Hill during February and authorized Secretary Smith to proceed with the necessary plans. Since the seminar is to be confined to subjects of primary interest to pharmacists, the Committee agreed to limit registration to pharmacist members of the N.C.P.A.

Following a report by the Committee on Insurance, approval of the health and accident policy

written exclusively for members of the Association by The Inter-Ocean Casualty Company was voted by the Executive Committee. The "group," defined as 240 members of the Association, is expected to be established by January 1st.

January 15, 1946, was selected as the date of the first Annual Pharmacy School—Association Banquet. The banquet will be held at the Carolina Inn, Chapel Hill; the N.C.P.A. acting as host to the faculty and students of the Pharmacy School.

The Committee voted to offer banquets tickets to anyone desiring to attend the affair; the price to be cost plus 25c. Secretary Smith was directed to announce the details of the banquet in the CAROLINA JOURNAL OF PHARMACY; also to publish a banquet reservation notice.

Mr. Bissette, a member of the Medical Care Commission, reported on late activities of that group.

A minimum of four open business meetings a year was voted by the Committee, the date of each meeting to be announced to the membership at least 30 days in advance. All sessions of the Committee are open to the Association membership.

Lt. Commander C. V. Timberlake, now stationed at Saufley Field, Pensacola, Florida, was a luncheon guest of the Committee at the Carolina Inn.

SECOND MEETING

The Executive Committee held its second meeting of the year in Chapel Hill on January 15th. All members were present with the exception of Mr. T. R. Burgiss of Sparta.

After reading and adoption of minutes of the previous meeting, Secretary Smith presented a financial report of the Association, the CAROLINA JOURNAL OF PHARMACY and The Public Relations Fund for 1945. The report indicated substantial progress had been made during the year and that some surplus had been accumulated.

Upon the recommendation of the Committee, W. J. Smith was reappointed as Secretary-Treasurer of the Association and Managing-Editor of the CAROLINA JOURNAL OF PHARMACY at a monthly salary of $350.00. Similar reappointments were authorized a follows: Mrs. W. J. Smith, Assistant to the Secretary, $75 a month; C. M. Andrews,, Assistant Secretary-Treasurer and Convention Registrar, $50 a year.

Attorney F. O. Bowman was retained as Counsel for the Association and Mr. Marion A. Ham, of Durham, as its architect.

After considering various sites as possible convention cities, the Committee voted to hold the meeting in Asheville at the George Vanderbilt Hotel, set April 14-16 as the dates of the annual convention and authorized a registration fee of $5.00 for members and visitors and a fee of $1.00 for members of The Woman's Auxiliary.

President Gilliam and Secretary Smith were authorized to confer with the Asheville Drug Club regarding the selection of a Local Secretary.

After considerable discussion, the Committee voted to return to its former custom of soliciting prize merchandise for use as awards during the convention and directed Secretary Smith to proceed accordingly.

President Gilliam, Attorney Bowman and Secretary Smith were directed to select the pharmacist-member of the 1945 General Assembly, who in their opinion contributed most to Pharmacy, and to award this person a Life Membership in the N. C. Pharmaceutical Association, as a token of the organization's appreciation.

Secretary Smith was authorized to purchase auto liability insurance sufficient to cover any claims which might be entered against the Association as a result of any future accident which Secretary Smith might incur when representing the NCPA in an official capacity.

A proposed "Professional Seminar" was presented following which Secretary Smith was authorized to schedule the meeting and to secure whatever speakers were necessary. The Committee directed that registration be confined exclusively to pharmacist-members of the Association.

Before adjourning the Committee received a report from the Headquarters Building Committee and authorized a mail ballot vote to ascertain the location of the proposed structure. Due to a previous agreement, the choice of location was confined to two cities: Chapel Hill and Raleigh.

There being no further business, the Committee adjourned.

Respectfully submitted,

W. J. SMITH,

Secretary-Treasurer.

Report of the Secretary-Treasurer and Managing-Editor

By W. J. SMITH

One of the advantages of being a secretary, particularly a pharmaceutical association secretary, is that it gives one an opportunity to spot their part on the program. In my case the report of the Secretary-Treasurer has been put last, not because of any desire to highlight it, but rather as a means of summarizing the activities of the NCPA during 1945.

For the past two days you have heard reports presented by the chairman of various NCPA committees. If you will take the time to study these reports once they are published in the Year Book, you will get a general idea of the broadening scope of the Association's program, and of the immense amount of time and effort which goes into our organization.

Two activities—Public Relations and War Bond Drives—keynoted our program during 1945. One, as Chairman Bissette's report has indicated, attracted national attention and has done much, in my opinion, to focus the public's attention to pharmacy and pharmacists, in a most favorable sort of way. You are already familiar with the outstanding success of our various bond drives, of the sixteen million in "E" bonds sold by our

group, of the fact that leaders in Washington requested our organization to adapt its program on a nation-wide basis.

Perhaps one of the best indications of member interest is the increased volume of mail coming into our office. From a few hundred letters a month in 1940, correspondence has tripled and then some. We are especially grateful to receive these requests for information and assistance since traveling conditions during the past year have greatly hindered our periodic visits to your pharmacies. Whenever possible we try to answer correspondence on the same day received. If delayed longer, you can be assured some sort of Association activity is holding it up.

We are glad to report a continued interest in Fair Trade, although operating under OPA is not the most ideal situation for our manufacturers, especially when attempting equitable price readjustments. The work being carried on by the Fair Trade Committee (mailing of leaflets, signing of new contracts and legal work) is entirely self-supporting. Manufacturers pay $10 for distribution of leaflets; $25 for contracts and one mailing of leaflets. From this source we generally gross about $500 a year.

The CAROLINA JOURNAL OF PHARMACY has continued to expand, both in reader interest and scope of news coverage. The publication is in a sound financial condition, with ample cash reserves on hand for the future. New advertisers are being added and most of our regular advertisers, some of whom have supported the publication for better than two decades, can be counted on from year to year.

You demonstrated your progressiveness by voting overwhelmingly for the increase in dues. By doubling our income, you have given the officers of the Association a powerful tool with which to expand its program. New programs will be initiated now that funds are available with which to back them up with.

A steady increase in membership has again been registered, the total membership now standing at 932—made up of regular, associate, life, student branch and honorary members. By the end of 1946 our membership will probably pass the thousand mark—a figure which will be a credit to a state with less than 775 eligible store prospects. No high pressure membership campaign has or will be put on as we have found that such members are not permanent additions to the roll—they pay one year's dues and then drop out. The members we are adding from year to year generally come in at their request, and this is the sort we want.

Eleven members died during the year, one of whom lost his life while in the service of his country. The deceased list follows:

Thomas Paul Webb, Sr., Shelby, January 5.
Captain E. V. Stephenson, Madison, March 4.
Henry O. Holland, Apex, April 6.
Turner Fee Currens, New York, May 23.
John R. Hughes, Madison, May 28.
Walter Hufman, Morehead City, June 19.
W. C. Ferrell, Nashville, July 22.
Cader Rhodes, Raleigh, August 19.
Charles Lee Murphy, Salisbury, Sept. 2.
James Hartley Beal, Florida, Sept. 20.
John McCorkle Scott, Charlotte, Oct. 27.

Our war-time president, Mr. W. A. Gilliam of Winston-Salem, has given freely of his time during the two years he served as head of the NCPA. Much of the success of the Association's program during the past two years can be attributed to the fine spirit of cooperation exhibited by Mr. Gilliam. No meeting was too remote to deter him—he could always be counted on to do his part in helping to advance the profession.

And I know I express the attitude of Mr. Gilliam when I commend the Executive Committee for the part they have played in keeping the wheels moving. This group transacts business in the name of the Association between annual sessions. A most vital responsibility—one that has been faithfully discharged with credit to themselves and those they serve.

These are unsettled times with business volume, prices, salaries and the like all on the increase. We do not pretend to know what the future has in store for pharmacy, but whatever trend develops we will do our best to adapt the activities of the Association so that it may, in turn, serve you most effectively. In that desire to serve we will need and expect your assistance from time to time. The degree of your response will largely determine what we do as an organization.

Audited financial reports of the NCPA, THE CAROLINA JOURNAL OF PHARMACY and Public Relations (a separate fund) follow:

LOUIS DEROSSET MACMILLAN
CERTIFIED PUBLIC ACCOUNTANT
Chapel Hill, N. C.

March 27, 1946

Mr. W. J. Smith, Treasurer
North Carolina Pharmaceutical Association
Chapel Hill, North Carolina

Dear Sir:

Pursuant to engagement, I have examined the books and records of the NORTH CAROLINA PHARMACEUTICAL ASSOCIATION and its associated activities and submit, herewith, my reports thereon:

EXHIBIT A—North Carolina Pharmaceutical Association Cash Receipts and Disbursements for the year ended December 31, 1945.

EXHIBIT B—Public Relations Committee Cash Receipts and Disbursements for the year ended December 31, 1945.

EXHIBIT C—THE CAROLINA JOURNAL OF PHARMACY Cash Receipts and Disbursements for the year ended December 31, 1945, and Statement of Assets and Liabilities.

My examination was made in accordance with generally accepted auditing standards applicable in the circumstances and included such tests of accounting records and other supporting evidence as I considered necessary.

In my opinion the accompanying statements

fairly present the position of your accounts for the year ended December 31, 1945, in conformity with generally accepted accounting principles applied on a basis consistent in all material respects with that of previous years.

(Signed) L. DER. MACMILLAN
Certified Public Accountant

EXHIBIT A.

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Chapel Hill, North Carolina

CASH RECEIPTS AND DISBURSEMENTS FOR THE YEAR ENDED DECEMBER 31, 1945

Cash on Deposit, January 1, 1945		$ 978.41
Receipts:		
Dues for year:		
1945	$4,800.00	
1944	312.00	
1943	74.00	
1946 (Prepaid)	100.00	
New Members	344.00	
Life Members	100.00	
Total Dues	5,730.00	
Contributions to Building Fund	410.00	
Year Book Income	1,026.15	
Fair Trade Income	541.00	
Other Income	14.99	
Other Contributions	11.00	
Cosmetic School Receipts	225.00	
Total Receipts	$7,958.14	
Disbursements:		
Salaries:		
W. J. Smith	$3,200.00	
W. J. Smith (Mrs.)	900.00	
C. M. Andrews—Asst. Secretary-Treasurer	50.00	
M. A. Ham—Archetect Retainer	53.00	
F. O. Bowman—Attorney, Retainer	50.00	
Wages	15.00	
F. O. Bowman—Legislative and Legal Fees	822.50	
President's Account	200.00	
Postage	472.24	
Travel	358.65	
Printing	355.03	
Telephone and Telegraph	181.52	
Office Supplies	140.50	
Cosmetic School Expense	122.95	
Year Book Expense	63.27	
Mimeograph Expense	56.62	
Committee Luncheons	52.05	
Bank Service Charges	32.53	
U.N.C. Scholarship	28.34	
N.A.R.D. Dues	25.00	
Audit 1944	25.00	
Miscellaneous	134.06	
Total Disbursements	$7,338.26	
Excess of Receipts over Disbursements	619.88	
Cash on Deposit, December 31, 1945		$1,598.29
Distribution of Cash Balances:		
General Fund		$1,135.09
Building Fund		463.20
Total		$1,598.29

EXHIBIT B.

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

PUBLIC RELATIONS COMMITTEE
Chapel Hill, North Carolina

Cash Receipts and Disbursements for the Year Ended December 31, 1945

Cash on Deposit January 1, 1945		$4,944.80
Receipts:		
Sale of Photographs	$ 31.50	
Contributions	10.00	
Total Receipts	$ 41.50	
Disbursements:		
Counsel—Harvey-Massengale	$2,400.00	
Postage	431.04	
Citation Dinners	293.13	
Photographs	243.30	
"Show Globe" Expense	221.36	
War Bond Drive Promotions	216.72	
Printing	114.05	
Matrices	101.12	
Movie Films	90.20	
Mimeograph Supplies	71.70	
Telephone and Telegraph	68.14	
Clerical Wages	32.25	
Office Supplies	29.35	
Engravings	15.00	
Audit 1944	10.00	
Miscellaneous	40.37	
Total Disbursements	$4,377.73	
Excess of Disbursements over Receipts	4,336.23	
Cash on Deposit December 31, 1945		$ 608.57

EXHIBIT C

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

THE CAROLINA JOURNAL OF PHARMACY
Chapel Hill, North Carolina

CASH RECEIPTS AND DISBURSEMENTS FOR THE YEAR ENDED DECEMBER 31, 1945

Cash on Deposit January 1, 1945		$1,399.91
Receipts:		
Advertising	$3,613.55	
Subscriptions	21.50	
Sale of Single Copies	2.40	

Sale of Books	51.48	
Reprint of Advertisement	5.00	
Total Receipts		$3,693.93
Disbursements:		
Printing Journal	$2,608.10	
Envelopes for mailing	172.50	
Book Purchases	79.71	
Office Equipment	65.11	
Postage on Journal	36.00	
Special Articles	36.00	
Addressograph Expense	27.51	
Audit 1944	25.00	
Postage and Express	23.93	
Prize—War Bond	18.75	
Photographs	18.49	
Printing General	18.00	
Janitor	12.00	
P. O. Box Rent	7.50	
Office Supplies	5.05	
Telephone and Telegraph	4.51	
Total Disbursements	$3,158.16	
Excess of Receipts over Disbursements		535.77
Cash on Deposit December 31, 1945		$1,935.68

STATEMENT OF ASSETS AND LIABILITIES

Assets:	
Cash on Deposit	$1,935.68
U. S. Savings Bonds	326.75
Accounts Receivable	985.25
Total Assets	$3,247.68
Liabilities and Net Worth:	
Liabilities:	
Prepaid Advertising	$ 129.54
Net Worth	3,118.14
Total Liabilities and Net Worth	$3,247.68

At the conclusion of W. J. Smith's report, Sam E. Welfare, on behalf of the druggists of Winston-Salem, presented retiring president, Wade A. Gilliam, with a set of matched golf sticks.

After expressing his thanks in a most gracious manner, President Gilliam asked the new officers to come to the front of the convention hall where the installation ceremony was held. New officers were installed as follows: E. C. Daniel, president; T. R. Burgiss, first vice-president; T. G. Crutchfield, second vice-president; R. I. Cromley, third vice-president.

Upon accepting the gavel from Mr. Gilliam, Incoming President Daniel asked for the support and cooperation of the membership, and in turn, pledged to them his greatest effort in leading the organization during the coming year.

There being no further business to come before the session, the Sixty-Sixth Annual Convention of the North Carolina Pharmaceutical Association was adjourned.

THE CONSTITUTION AND BY-LAWS

CONSTITUTION

ARTICLE I—NAME

This Association shall be called the North Carolina Pharmaceutical Association.

ARTICLE II—OBJECT

The aim of this Association shall be to unite the reputable pharmacists and druggists of this State for mutual assistance, encouragement, and improvement, and to advance the science and art of pharmacy, and thereby restrict the dispensing and sale of medicine to properly qualified pharmacists and druggists.

ARTICLE III—MEMBERSHIP

This Association shall consist of active, associate, life and honorary members.

ARTICLE IV—OFFICERS

The Association shall have the following officers: A President; three Vice-Presidents; a Secretary-Treasurer; an Assistant Secretary-Treasurer; a Local Secretary; and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents, and one member of the Executive Committee shall annually be elected by ballot. The Secretary-Treasurer, the Assistant Secretary-Treasurer and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-Presidents, and the Secretary-Treasurer shall be *ex-officio* members of the Executive Committee.

(Amended 1930.)

ARTICLE V—AMENDING CONSTITUTION

Every proposition to alter or amend this Constitution shall be submitted in writing

and received at an annual meeting, and may be voted on at the next annual meeting, when, upon receiving a vote of three-fourths of the members present, it shall become a part of the Constitution.

The By-Laws may be altered or amended by a submission of the proposed change at one session and a favorable vote of three-fourths of the members present at a succeeding session of the same regular meeting.

(Amended 1935.)

BY-LAWS

ARTICLE I—ELECTION OF OFFICERS

Section 1. A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the offices of President, three Vice-Presidents, and one member of the Executive Committee.

(Amended 1930.)

Sec. 2. The Nominating Committee shall submit at the last session of each annual convention the names of two or more persons as candidates for each of the offices of President; First Vice-President; Second Vice-President; Third Vice-President; and one member of the Executive Committee. Additional nominations may be made from the floor. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within one month after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month.

(Amended 1938.)

Sec. 3. The ballots received as indicated in the preceding article are to be received and sent by the President to a Board of Tellers, composed of three members to be appointed by the President. This Board shall count as votes in the annual election only those ballots received from members whose dues have been paid for the current year, and who in turn shall certify to the Secretary-Treasurer the result of the election, after which the latter shall be published.

(Amended 1938.)

Sec. 4. The officers thus elected by a plurality of the votes cast shall be installed at the final session of the next annual meeting.

(Added 1927.)

Sec. 5. The North Carolina Pharmaceutical Association shall elect at each annual meeting from among the most skillful pharmacists in North Carolina, for a term of five years, one pharmacist to the State Board of Pharmacy. The same must have been registered as a pharmacist in North Carolina at least five years previous to his election; he must be actually engaged in pharmacy; and shall not succeed himself; Provided that this does not prohibit the re-election of any member of the present board for one additional term.

(Added 1940.)

ARTICLE II—DUTIES OF OFFICERS

Section 1. The President shall preside at all meetings, and administer the rules of order usual in deliberative assemblies. He shall nominate all special committees, except a majority of the members present resort to balloting or other means. He shall sign the certificates of membership and countersign all orders upon the Secretary-Treasurer. He shall present at each annual meeting a report of the operations of the Association during the year and suggest such subjects for its benefit as he may deem worthy of notice.

Sec. 2. The Vice-President shall in case of temporary absence or inability of the President to serve, perform his duties in the order of their rank. In case of the death, resignation, removal from the State, or disability of any officer or member of the Executive Committee, the Executive Committee shall be empowered to fill the vacancy and the person so elected shall serve until his successor has been regularly elected and qualified.

(Amended 1938.)

Sec. 3. The Secretary-Treasurer shall keep a fair and correct record of all the proceedings of the Association. He shall keep on file all papers and reports read. He shall be charged with all correspondence, and with the editing, publishing and distributing of the Proceedings of the Associa-

tion, under the directions of the Executive Committee. He shall notify all members four weeks in advance of each annual meeting, and at each annual meeting render a report of the duties performed by him since the last annual meeting. He shall furnish the Chairman of every Special Committee with a list of its members. He shall be *ex-officio* a member of the Executive Committee.

Sec. 4. The Secretary-Treasurer shall collect and have charge of all funds of the Association, except such funds as are officially delegated to a standing committee. He shall give bond in the sum of three thousand dollars for the faithful performance of his duties. The bond must be acceptable to the Executive Committee and placed in the custody of the President, who shall deliver it to his successor. A Certified Public Accountant shall be engaged annually to audit the financial accounts of the Secretary-Treasurer. The Secretary-Treasurer shall hold and issue the certificates of membership. He shall report to the Executive Committee, previous to each annual meeting, the names of those members who have failed to pay their dues for two successive years. He shall keep a list of the names, residences, and dates of entrance of each member, and furnish a list of the same at the close of each annual meeting for publication. He shall preserve all applications for membership. He shall pay all bills when countersigned by the President, and at each annual meeting render an itemized statement of his account.

(Amended 1938.)

Sec. 5. The Local Secretary shall act under instructions from the Secretary-Treasurer.

Sec. 6. The Assistant Secretary-Treasurer shall aid the Secretary-Treasurer in the performance of his duties, and in the absence of the latter shall serve in his stead.

(Added 1924.)

Article III—Of Committees

Section 1. There shall be seven standing committees; an Executive Committee of seven members; a Committee on Trade Interests, a Committee on Papers and Queries, and a Committee on Practical Pharmacy and Dispensing, each to consist of three members; a Resolutions Committee of five members; a Legislative Committee of seven members together with such non-voting auxiliary members as the President may deem it wise to appoint; and a Fair Trade Committee of seven members; all to be elected or appointed annually, according to the will of the Association.

(Amended 1938.)

Sec. 2. The Executive Committee is charged with the following duties: the election annually of a Secretary-Treasurer, an Assistant Secretary-Treasurer, and a Local Secretary; the annual revision of the roll of members; the investigation of applications for membership; the publication and distribution to all members of the annual proceedings; the reporting at each annual meeting of members in arrears for two years; the preparation of appropriate notices of deceased members; and it shall also have general charge of and final authority over all affairs of the Association which are not specifically provided for elsewhere in the By-Laws, and report in writing annually its complete proceedings to the Association.

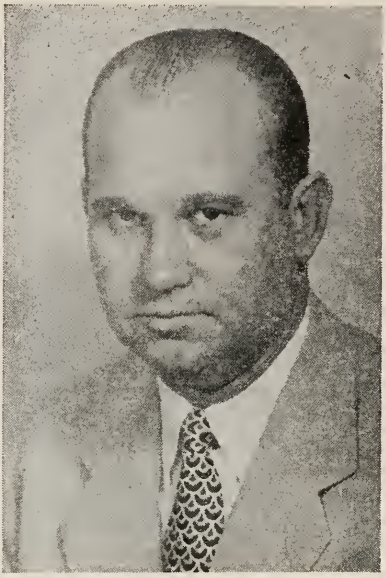
(Amended 1924, 1925.)

Members of the Executive Committee, other than members *ex-officio*, shall be elected to serve for a term of three years.

(Added 1930.)

Sec. 3. The Committee on Trade Interests shall consider all matters of a trade or commercial nature referred to it, and render a report thereon at such time as may be directed. This committee may make annual reports and suggest remedies of such trade or commercial irregularities as it may deem worthy thereof.

Sec. 4. The Committee on Papers and Queries shall receive all papers or essays for the Association, and designate which of them shall be read at length and which by title. It shall, in connection with the Secretary-Treasurer, arrange the time which may be most appropriate and convenient for presenting them. This Committee annually shall report within three months after its election or appointment a proper number of questions of scientific and practical in-



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terest, the answer to which may advance the interest of pharmacy; and shall procure the acceptance of as many such questions for investigation and reply as may be practicable; and in other ways induce the presentation of papers and essays.

Sec. 5. The Committee on Practical Pharmacy and Dispensing shall present to each convention scientific papers for study. It shall also bring before the delegates the experiences of druggists with everyday problems in the laboratory, in prescription compounding, and in research work.

(Added 1924.)

Sec. 6. The Committee on Resolutions shall meet together before each convention and decide on matters upon which the organization should take a public stand. The members shall then present to the delegates in regular session a carefully thought out program which may be accepted, amended, or rejected as the collective judgment of the convention may decide.

The Committee shall receive all resolutions as may be referred to it for study at any annual meeting, and submit to the delegates in regular session of the same meeting its recommendations for adoption, rejection, or amendment of such resolutions.

(Added 1924.)

Sec. 7. It shall be the duty of the Legislative Committee to use its efforts in sponsoring the passage of such legislation as the Association in convention assembled may specifically recommend, and to oppose such legislation as the Association in convention assembled specifically resolves to oppose. If during the intervals between meetings of the Association, unanticipated legislative developments occur, the Legislative Committee shall ask for a called meeting of the Executive Committee in order that the latter committee may act officially for the Association in advising, approving, or opposing such measures or methods as the Legislative Committee may present. The Legislative Committee shall submit in writing annually an itemized financial report of receipts and expenditures together with a summary of its proceedings to the Executive Committee. The latter Committee may use its discretion in withholding any information which it deems unwise or unnecessary to publish. With this qualification, the report shall be presented to the Association by the Chairman of the Legislative Committee or his appointed representative.

(Added 1938.)

Sec. 8. It shall be the duty of the Fair Trade Committee to formulate and execute such policies and practices pertaining to Fair Trade laws as its own judgment supported by a study of systems in other states may dictate as wise. The Committee shall meet not less than twice each year at the call of the Chairman. Before the Committee makes commitments of funds in excess of its present or immediately available assets, it shall first secure the consent of the Executive Committee. The Committee shall render a financial and general report annually to the Association. Between annual conventions it shall render *ad interim* reports to the Executive Committee if the latter Committee shall deem it necessary to be in possession of such reports.

(Added 1938.)

ARTICLE IV— OF MEMBERSHIP

Section 1. Every pharmacist and druggist residing in the State, of good moral standing, who is registered or is eligible to registration as a Registered Pharmacist under the Pharmacy Act of this State, of which satisfactory evidence shall be produced or shown to the Executive Committee, may become a member of this Association.

Any unregistered pharmacist, residing in the State, who possesses license as an Assistant Pharmacist, or who has had not less than three years experience in compounding drugs, or who has graduated from a reputable college of pharmacy, may, upon furnishing proof of his eligibility, become an associate member subject to the same fees and regulations that govern registered members. Associate members may not hold office, but may enjoy all other privileges of membership.

(Amended 1925.)

Any member of a Student Branch of the Association, upon furnishing proof of his eligibility, may become an associate member of the Association. Such a member

may not hold office or vote for officers but may enjoy all other privileges of membership.

(Added 1936.)

Sec. 2. Any person eligible to membership may apply in writing, with the endorsement of two members in good standing, to any member of the Executive Committee, who shall report his application to said Committee; if, after investigating his claims, they shall approve his election, they shall, at the earliest time possible, report his name to the Association, and he may be elected by a two-thirds vote of the members present on ballot.

Members may also be admitted at any time by making application to the Secretary-Treasurer, with the endorsement of two members in good standing and accompanied by the initiation fee and dues for a year, said application to be approved by the Secretary-Treasurer and the Chairman of the Executive Committee, when the membership certificate will be issued.

(Amended 1915, 1924, 1940.)

Sec. 3. No person shall be considered a member of this Association until he has signed the Constitution and By-Laws and paid into the treasury the sum of $1 as an initiation fee, also, the annual contribution for the current year. All persons who become members shall be considered permanent members, but may be expelled for improper conduct by a vote of three-fourths of the members present at any annual meeting.

Sec. 4. Every member shall pay in advance into the hands of the Secretary-Treasurer the sum of twenty dollars as his yearly contribution, except that those not financially interested in a drug business shall pay eight dollars, and except that members of a Student Branch shall pay one dollar. In case a drug store or pharmacy is owned by a partnership, the first partner shall pay the proprietor's rate of $20; the second partner shall pay one-half the proprietor's rate or $10 yearly. A proprietor owning more than one drug store or pharmacy shall annually pay $20 per drug store or pharmacy.

Any one in arrears at any annual meeting shall not be entitled to vote, and any one neglecting to pay his annual dues for two successive years shall be liable to lose his membership. Members complying with the preceding section of this article are entitled to certificates of membership, signed by the President, a Vice-President, and the Secretary-Treasurer. Ex-members, who are so from omissions to pay their dues, desiring to re-unite with the Association, may do so by applying in writing to the Secretary-Treasurer and paying into the funds of the Association the sum of two years' dues when they were members and the dues for the current year; whereupon their names shall be placed upon the roll.

(Amended 1924, 1933, 1936, 1945.)

Sec. 5. Any member, not in arrears, moving to another State and once in two years reporting to the Secretary-Treasurer his address, shall be regarded as a non-resident member of this Association, and it is hereby provided that such failure to report shall be sufficient warrant for the Secretary-Treasurer to drop the name of such non-resident member from the roll of membership. Non-resident members shall not be eligible to hold office nor be required to contribute to the funds of the Association, but they shall have the privilege of attending the meetings and participating in the deliberations.

Sec. 6. A registration fee shall be paid by each person participating in the affairs of the annual convention. The amount of such fee shall annually be fixed by the Executive Committee.

(Added 1924.)

Sec. 7. Any regular member in good standing is eligible for a life membership and thereafter be exempt from all future annual dues. The cost of such membership may be changed from time to time upon recommendation of the Executive Committee provided each such change recommended is approved by three-fourths vote of the members present at a regular meeting, and provided further that the sum shall never be less than fifty dollars. The present fee shall be $250.00.

(Amended 1920, 1936, 1945.)

ARTICLE V—OF MEETINGS

Section 1. The meetings shall be held an-

nually, or from time to time, as the Association may determine, provided that in case of failure of this from any cause the duty of calling the Association together shall devolve upon the President, or on the Vice-Presidents, with the advice and consent of the Executive Committee. Special meetings may be held upon the written request of fifteen members, who shall state the purpose thereof, and only such matters shall be considered at the meeting.

(Amended 1914.)

Sec. 2. At the opening of each annual meeting, in the absence of the President, or Vice-Presidents, one of the Executive Committee shall take the chair. In the absence of all, a President *pro tempore* shall be elected by the members present. In the absence of the Secretary-Treasurer, the Assistant Secretary-Treasurer shall act in his stead. In the absence of the latter the residing officer shall appoint a Secretary *pro tempore.*

Sec. 3. Fifteen members constitute a quorum.

ARTICLE VI—OF BRANCHES

Section 1. There shall be a Students' Branch within the Association, the membership of which shall be composed of and limited to regularly enrolled students in the School of Pharmacy of the University of North Carolina. The Branch must organize itself, elect a president, a secretary, and a treasurer. These officers shall be responsible to the Secretary-Treasurer of the Association for funds collected as annual dues. It shall have a Constitution and set of By-Laws that shall be approved by the Executive Committee of the Association. No action taken by such Branch shall bind the Association in any way save when a proposed action is submitted as a recommendation to the Executive Committee prior to the annual meeting. If the Executive Committee gives its approval the recommendation may be submitted first to the general membership at a regular meeting and then assigned to the Committee on Resolutions for study and report in the usual manner.

(Amended 1938).

Sec. 2. When a member of the Students' Branch becomes licensed as a pharmacist or becomes eligible for license he may be admitted to regular membership, provided he pays the additional fees required of such a membership, and provided he submits satisfactory evidence in writing to the Executive Committee of his eligibility for such a membership.

(Added 1936.)

ARTICLE VII—OF DELEGATES

Section 1. The President shall annually appoint five delegates to the American Pharmaceutical Association; five to the National Association of Retail Druggists; and three to the North Carolina State Medical Society. The delegates shall present their reports at the next annual meeting of the Association. Delegates shall be entitled to appoint alternates.

ARTICLE VIII—ORDER OF BUSINESS

1. Roll Call.
2. Reading of minutes.
3. Election of new members.
4. Presentation of new members present.
5. Presentation of visiting delegates, etc.
6. Reports of officers.
7. Reading of communications.
8. Reports of standing committees.
9. Miscellaneous business.
10. Unfinished business.
11. Election of officers.
12. Presentation of new officers.
13. Adjournment.

F. O. BOWMAN

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION ROLL OF MEMBERS

(Corrected to Sept. 1, 1946)

A dagger (†) before a member's name denotes both life and charter membership.
Names of life members are printed in small CAPITALS.
Names of members in service are preceded by asterisks.
The date following a member's name indicates years of affiliation.

A

Abernethy, Joseph Graham.....1946 Elkin
Adair, Walter Holmes.....1936 Roxboro
Adams, Edward Clarence.....1910 Gastonia
Adams, Ray McLean.....1943 LaGrange
Adams, Wilbur Royster.....1933 Angier
Adkinson, Newton Frank.....1932 Forest City
Ahrens, Adolph George.....1926 Wilmington
Airheart, Walter Thurston.....1936 Concord
Alderman, Jacob LeRoy.....1946 Wilmington
Allen, Charles Henry.....1920 Winston-Salem
Allen, Harry Hampton.....1917 Cherryville
Allen, Harry Hampton, Jr.....1943 Cherryville
Allgood, William Walton.....1942 Roxboro
Anderson, Mrs. Carolyn Cox.....1934 Haslett, Mich.
Andes, Garrette Earl.....1929 Wadesboro
ANDREWS, CHARLES McDONALD (1944).....1907 Burlington
Andrews, Wesley Thompson.....1922 Goldsboro
Arnold, Brodie Duke.....1934 Raleigh
Askins, M. L.....1946 Lumberton
Austin, Beverly Newton.....1928 Shelby
Aycock, Ruth.....1946 Winston-Salem

B

Bailey, Lee Alexander.....1938 Charlotte
Bain, Jones Douglas.....1940 Clayton
Baker, Walter Presley.....1922 Raeford
Ballew, James Gordon.....1917 Lenoir
Barbour, Joseph Parker.....1928 Burlington
Barefoot, Lexie Glenn.....1934 Asheville
Barnes, Ben Shaw.....1944 Kinston
Barnhardt, Manlus Ray.....1929 Rockwell
Barrett, Raymon Ellis.....1946 Burlington
Barringer, Harry Alexander.....1946 Concord
Basart, Jasper Martin.....1939 Greenville
Baucom, Alfred Vernon.....1906 Apex
Beam, William Glenn.....1944 Johnson City, Tenn.
Beavans, Samuel Clark.....1946 Enfield
Beddingfield, Charles Herman.....1919 Clayton
Beddingfield, Charles Herman, Jr.....1945 Wilmington
Beddingfield, Edgar Theodore.....1917 Clayton
Bell, Frank Roland.....1924 Beaufort
Bender, Walker Meares Kilpatrick.....1928 Fayetteville
BENNETT, KELLY EDMOND (1937).....1912 Bryson City
Benson, Ernest Stuart.....1936 Wilmington
BERNARD, GERMAIN (1933).....1904 Durham
BEST, JOHN HARPER (1936).....1923 Greensboro
Betts, John Alvin.....1946 Laurinburg
Biggs, John W. Smallwood.....1946 Greenville
Bilbro, Quinton Trotman.....1924 Asheville
Birmingham, John Steele.....1933 Hamlet
Bishop, Howard Lewis.....1939 W. Asheville
BISSETTE, PAUL BRANCH (1943).....1924 Wilson
Black, Bonner Brevard.....1940 Kannapolis
Black, Oliver Randolph.....1927 Bessemer City
Black, Samuel Norman.....1945 Asheboro
Blanton, Charles Donald.....1928 Kings Mountain
Blue, Daniel Adolph.....1926 Carthage
Bobbitt, Adolphus B.....1942 Winston-Salem
Bobbitt, Hilliard Fletcher.....1939 Glen Alpine
Bobbitt, Louis Myron.....1940 Winston-Salem
Bolton, Robert Baugham.....1940 Rich Square
Bonner, Brem.....1946 Hickory
Boone, D. Leonard.....1905 Durham
Bowman, Carl Edward.....1942 Conover
Boyd, Shelton Bickett.....1940 Dunn
Bradford, Charles Henry.....1939 Greensboro
Bradley, Jesse P.....1942 Burlington
Bradshaw, Edward Luther.....1927 Kinston
Bradsher, William Durham.....1946 High Point
Brady, Charles Alvin.....1942 Hickory
Brame, Maurice Milam, Jr.....1936 High Point
Brame, Philip Augustus.....1943 No. Wilkesboro
Brame, Robert Marvin, Jr.....1929 No. Wilkesboro
Brantley, John Calvin.....1917 Raleigh
Brantley, John Calvin, Jr.....1930 Raleigh
Brecht, Edward Armond, Jr.....1940 Chapel Hill
Brewer, Stroud Otis.....1915 West Durham
Brewer, Stroud Otis, Jr.....1943 West Durham
Brison, John Edgar.....1942 Gastonia
Brison, Samuel Pressly.....1942 Belmont
Brodie, Thomas Lewis.....1930 Burlington
Brooks, C. McLane.....1944 Monroe
Brooks, Frank Gibbons.....1921 Siler City
Brookshire, Guy Elliott.....1919 West Asheville
Brookshire, Lloyd Plemmons.....1924 Asheville
*Brown, Eugene Tulie.....1941 Durham
Brown, James Dulon.....1934 Garner
Browning, Alton Cain.....1928 Greensboro
Browning, David Benjamin.....1929 Rocky Mount
Bruce, Thomas Milton.....1946 Hot Springs
Buchanan, Ernest Chadwell.....1939 Kinston
Buchanan, Elmer William.....1935 Greensboro
Buchanan, R. A.....1944 Greensboro
Buffaloe, John Mack.....1933 Raleigh
Bullard, Rupert Edison.....1942 Fayetteville
Bunch, Luther Elmo.....1934 Carolina Beach
BURGISS, THOMAS ROY (1945).....1940 Sparta
Burlage, Henry Matthew.....1934 Chapel Hill
Burnett, John Paul.....1930 Whitakers
Burnett, John Paul, Jr.....1945 Lumberton
Burris, Loy Ray.....1937 Valdese
Burrus, Blanche Evelyn.....1941 Durham
Burrus, Samuel Brainard.....1934 Sylva
Burt, Milton Stanley.....1930 Durham
Burwell, William Armistead.....1919 Raleigh
Butler, Alman Byron.....1942 Clinton
Bynum, Carney Washington.....1928 New Bern
Byrd, Clement.....1940 Wilmington

C

Cable, Maurice LeRoy.....1939 Asheville
Cagle, Carlus Vann.....1927 Greensboro
Cain, Charles Macbeth.....1931 Caroleen
Cain, Leighton Dewey.....1941 Elm City
Caldwell, Palmer.....1937 Wilmington
Campbell, Edward Graham, Jr.1941 Greensboro
Campbell, Francis Earle.....1940 Hamlet
Campbell, Howard Turner.....1933 Maiden
Campbell, Rowe B.....1918 Taylorsville
Canaday, Merwin Sharpe.....1945 Four Oaks
Canaday, Ralph Clarence.....1913 Four Oaks
Capps, Earl Uel.....1939 Rocky Mount
Carroll, William Wright.....1934 Dunn
Carswell, Able Paul.....1942 E. Durham
Carswell, John Hampton.....1946 Chapel Hill
Carswell, Ransom Fred.....1939 Winston-Salem
CARTER, SAMUEL (1918).....1915 Salisbury
Caruthers, Morrison Rankin.....1944 Carolina Beach
Causey, John Henry.....1940 Winston-Salem
Cecil, Aros Coke.....1919 High Point
Champion, Herbert Otis.....1926 Waynesville
Chandler, Emmett Owen.....1930 Leaksville
Chandley, Albert B.....1940 Asheville
Chapman, Henry Clay.....1941 Durham
Cherry, James Lunsford.....1941 Charlotte
Civil, John Keough.....1928 Charlotte
Clapp, Ernest Bernard.....1936 Newton
Clark, Claude Baxter.....1943 Williamston
Clark, Claude Baxter, Jr.....1946 Williamston
Clark, George Edward.....1942 Washington
Clayton, Albert Winfrey, Jr.....1946 Durham
Cline, Clement Eugene.....1946 Asheville
Cline, Frederick Herman.....1920 Charlotte
Cloer, Paul Link.....1935 Lenoir

COBB, CLARENCE HARPER (1936).....1933 Durham
Cobb, James Louis.....1941 Waynesville
Coble, James Clifford.....1932 Greensboro
Cochrane, Arthur Linwood.....1937 Jackson
Cole, Thomas Reid.....1925 Sanford
Colina, Gilbert.....1940 Charlotte
Collette, Roy Wilson.....1946 Mocksville
Collier, Halcyone Belle.....1946 Asheville
Compton, James Wesley.....1917 Salisbury
Connell, James Beardsley.....1930 Henderson
Cooke, Henry Maddrey, Jr.....1937 Winston-Salem
COPELAND, ROBERT ROYAL (1925).....1917 Ahoskie
Coppedge, James William.....1915 Raleigh
Coppedge, John Benjamin.....1922 Raleigh
Cornelius, Robert Eston.....1942 Concord
Cornwell, Amos Halsted.....1937 Lincolnton
Cornwell, George Thomas.....1936 Morganton
Costner, Beverly Pulaski.....1910 Lincolnton
Council, Commodore Thomas.....1915 Durham
CRABTREE, WILLIAM ALONZO (1917).....1915 Sanford
Craig, Lyle Benjamin.....1940 Vass
Crawford, Edgar Poe.....1919 Lenoir
Crawford, Harvey Dinsmore.....1939 Swannanoa
Creech, Jack Alexander.....1943 Salemburg
Creech, James Leonard.....1939 Smithfield
Creech, Leonard Ralph.....1934 Oxford
CREECH WILLIAM H. (1942).....1933 Selma
Crissman, Uba Frank.....1935 Lexington
Cromley, Robert Irvin.....1941 Raleigh
Crowell, Charles Milton.....1938 Mooresville
Crutchfield, Thomas Garrett.....1933 Greensboro
Culbreth, Graham McKenzie.....1938 Southern Pines
Curtis, James Richard.....1929 Bessemer City
Curtis, Rufus Harrison.....1934 Rowland

D

Dailey, Robert Irvin.....1919 Reidsville
Dameron, Hubert Gordon.....1945 Tabor City
Daniel, Elbert Clifton.....1916 Zebulon
Darden, Robert Jackman.....1940 Clinton
DAVIS, DAVID RAMSEY (1936).....1926 Williamston
Davis, McDonald, Jr.....1941 Roseboro
Davis, Marvin Lee.....1935 Elm City
Day, Lewie Griffith.....1930 Spruce Pine
Dayvault, Frank Wilson.....1929 Lenoir
Deal, Harland Murlee.....1926 Lenoir
Dees, Robert Edward Lee.....1920 Wallace
Dever, James Henry.....1937 Greensboro
Dingler, Kenneth.....1946 Mt. Airy
Dinwiddie, Paul Holmes.....1946 Marshall
Dosher, George Rufus.....1936 Southport
Dowdy, David Astor.....1918 High Point
Dudley, William Garland, Jr.....1945 Reidsville
Duffy, Henry Bryan.....1936 New Bern
Duguid, Helen Williams.....1941 Chapel Hill
DURHAM, CARL THOMAS (1944).....1918 Chapel Hill

E

Eatman, Garland Adelbert.....1939 Wilson
Edmonds, Marion Myers.....1940 Fair Bluff
Edwards, Charles Ruffin.....1935 Kannapolis
Edwards, Gail Barker.....1945 Roseboro
Edwards, Kenneth.....1945 Stantonsburg
Edwards, Otho Crowell.....1922 Raleigh
Edwards, Sherwood M., Jr.....1941 Ayden
Edwards, Snowdie McGroover.....1919 Ayden
Edwards, Thomas Northey.....1919 Charlotte
ELDRIDGE, JULIUS (1940).....1922 Winston-Salem
Eller, Royal Clyo.....1943 Belmont
Elliott, Augustus Green.....1915 Fuquay Springs
*Elliott, Augustus Green, Jr. ....1945 Fuquay Springs
Elson, John Richard, Jr.....1939 Enka
Elson, John Ross.....1932 Enka
Estes, Joseph Connie, Jr.....1944 Raleigh
Etheridge, Samuel Bushell.....1917 Washington
Etheridge, Sidney Gladstone.....1913 Elizabeth City
Etheridge, Thomas Jarvis, Jr.....1920 Bailey
Eubanks, Clyde Lee.....1915 Chapel Hill
Eubanks, James Norwood.....1917 Greensboro
Evans, Wallace Nickles.....1945 Marion
Evans, William Bryant.....1924 Greensboro

F

Farrington, John Vanstory.....1945 Thomasville
Feagin, E. L.....1928 Hendersonville
Ferguson, Howard Quinn.....1945 Randleman
Ferguson, John Stratford.....1929 Raleigh
Fishel, Arthur L.....1942 Winston-Salem
Fisher, Lester.....1945 Statesville
Fleming, Cary Hunter.....1946 Creedmoor
Fordham, Christopher C., Jr.....1925 Greensboro
Forrest, Bedford Broiser.....1934 Durham
Foster, Dan William.....1927 West Asheville
Foster, John Calvin Coke.....1944 Tryon
Foster, R. E., Jr.....1941 Marion
Fox, Charles Michael.....1909 Asheboro
Fox, James Hamilton.....1939 Asheboro
Fox, Junius Claude, Jr.....1945 Durham
Fox, Mrs. Junius Claude, Jr.....1943 Durham
Fox, Howard Spencer.....1937 Charlotte
Fox, Ludolph Glenn.....1936 Rockingham
Franklin, Kenneth Vaden.....1943 Raleigh
Frieze, William Scott.....1919 Concord
FULGHUM, RAIFORD THOMAS (1937).....1913 Kenly
Fuller, Edwin Rudolph.....1942 Albemarle
Fussell, Thomas Edmund.....1944 Rosehill
Futrell, C. L.....1940 Cary

G

Gaddy, Henry Moody.....1940 Charlotte
Gaddy, Phil.....1941 Marshville
Galloway, Adrian Eure.....1938 High Point
Gamble, Charles Frank.....1945 Monroe
Gamble, Joseph Paul.....1921 Monroe
Gardner, Mrs. Mattie Smith.....1926 Charlotte
GATTIS, PHILIP D. (1929).....1922 Raleigh
Gilbert, Laomie.....1943 Benson
Gilbert, Laomie Mercie, Jr.....1942 Maxton
Gilliam, Wade Axom.....1925 Winston-Salem
Gillikin, Claude Elton.....1935 Kenly
Glass, Patrick Gray.....1926 Kannapolis
Glass, William Thomas, Jr.....1939 Wilmington
Glenn, Jamerson Samuel.....1925 Mount Olive
Glenn, Rowland.....1943 Burnsville
GODWIN, C. F. (1934).....1933 Pine Level
GOODE, JOHN ALONZO (1919) ....1911 Asheville
Goodrum, Cloyd Smith.....1942 Davidson
Goodwin, Malcolm Noyes.....1940 Apex
Gorham, Richard Speight.....1919 Rocky Mount
Graham, John Calhoun.....1917 Red Springs
Grantham, Lewis Irvin.....1916 St. Pauls
Grantham, Reid Bridgers.....1937 Red Springs
Greene, Henry Wilson.....1943 Wilmington
Greene, Herbert Cooper.....1920 Charlotte
Greene, John Gustavus.....1942 Shelby
Griffin, Octavus.....1925 Roanoke Rapids
Griffin, William Russell.....1926 Old Fort
Grimes, George David.....1942 Robersonville
Guion, Clayton Lloyd.....1921 Aberdeen
Guion, Clyde Doyle.....1919 Cornelius
Guion, Howell Newton.....1921 Marshville
Guiton, John Albert.....1921 Whiteville
Gurley, William Burden.....1917 Windsor
Guthrie, Clarence Hudson.....1936 Beaufort

H

Hahl, Marguerite White.....1945 Raleigh
Hall, James Malcolm.....1922 Wilmington
Hall, James Malcolm, Jr.....1937 Wilmington
Hall, John Denby.....1941 Scotland Neck
Hall, Sam Cannady.....1931 Oxford
Hall, Stacy Buckner.....1926 Mocksville
Halsey, William B.....1941 Winston-Salem
Ham, Robert Gardner.....1944 Reidsville
Ham, Thomas I., Jr.....1926 Yanceyville
Hamlet, Reginald.....1940 Raleigh
Hammond, Harry Allan.....1939 Charlotte
†HANCOCK, FRANKLIN WILLS (1924).....1880 Oxford
HAND, JASPER KENNEDY (1945).....1922 North Charlotte
Hardee, Aldridge Kirk.....1924 Graham
Hardee, Aldridge Kirk, Jr.....1940 Charlotte
Harden, Wilkins.....1937 Charlotte
Hardwicke, St. John Hart.....1924 Wake Forest
Hardy, Rudolph.....1946 Sylva
Harper, Carl Talmage.....1946 Charlotte
Harper, William Lacy.....1926 Hendersonville
Harris, Joseph Claxton.....1932 Durham
Harris, William B.....1932 High Point
Harrison, James William.....1937 Asheville
Harrison, Thomas Nicholson, Jr.....1937 Greenville
Hart, George Washington.....1937 Winston-Salem
Hart, Louis Wellington.....1921 China Grove
Hartis, Gilbert Clyde.....1935 Winston-Salem

Harville, Resse Courts.....1937 Gastonia
Haupt, Edward.....1925 Newton
HEDGEPETH, ROMULUS AUGUSTUS (1930).....1924 Lumberton
Hege, Gerald D.....1945 Fayetteville
Hendrix, J. O.....1941 Canton
Henly, John Tannery.....1946 Hope Mills
Herndon, Harris Howard.....1945 China Grove
Herring, Robert Roscoe.....1907 Oxford
Herring, Rufus McPhail.....1944 Wilmington
Hicks, Allen Milton.....1934 Charlotte
Hocutt, Delma Desmond.....1920 Henderson
Hogan, Alexander Lacy.....1924 Kinston
Holding, Thomas Elford, Jr.....1936 Wake Forest
Holland, Lewis Lea.....1940 Hamlet
Holland, Tom.....1945 Mt. Holly
Holland, Willis Froneberger.....1924 Mt. Holly
Hollowell, William Clyde.....1935 Greenville
Hollowell, William Herbert, Jr. 1946 Edenton
Holroyd, Robert McTerrin.....1928 Whiteville
Holt, Fred Anderson.....1936 Brevard
*Hood, David Henry.....1942 Dunn
Hood, John Cogdell.....1919 Kinston
Hood, Mary Marsh.....1943 Kinston
Hood, Paul Cunningham.....1937 Dunn
HOOD, THOMAS RUFFIN (1945)..1925 Dunedin, Fla.
Horne, Samuel Ruffin.....1920 Fayetteville
HORNE, WARREN WINSTON (1917).....1900 Fayetteville
HOUSE, JOSEPH (1935).....1924 Beaufort
Houser, William Henry.....1935 Cherryville
Howerton, John Lansdell.....1942 Greensboro
Hoyle, Marion Hudson.....1919 Cooleemee
Hunnicutt, Fabius Jefferson .....1944 Durham
Hunter, James Boyce.....1940 Charlotte
Huntley, Clarence Oscar.....1942 Lenoir
Huntley, Winfred Arlington.....1943 Kernersville
Huss, Kelly William.....1935 Lincolnton
Hutchins, James Alexander.....1910 Winston-Salem

I

Ingle, C. E.....1944 Asheville
Ingram, L. W.....1946 High Point
Inman, Graham G.....1944 Wilmington
Irwin, Dwayne Alton.....1941 Elkin

J

Jackson, Jasper Carlton.....1927 Lumberton
Jackson, Leonidas.....1924 Erwin
Jacobs, Marion Lee.....1927 Chapel Hill
Jacocks, Francis Gilliam.....1942 Elizabeth City
JAMES, ALBERT ALLISON (1926).....1916 Greensboro
James, Charles Jordan.....1930 Hillsboro
Jarrett, Lloyd Montaville.....1946 Biltmore
Jenkins, Lawrence Wilson.....1942 Tabor City
Jenkins, Sam.....1929 Walstonburg
Johnson, Arthur Richardson.....1946 Nashville
Johnson, Graham Page.....1933 Jacksonville
JOHNSON, JAMES EDWIN, JR. (1929).....1928 Lumberton
Johnson, Jay Hugh.....1943 N. Wilkesboro
Johnson, Rowland Hill.....1945 Robbins
Johnson, Roy Josiah.....1924 Asheville
Johnson, Troy Humphrey.....1941 Raleigh
Johnson, Woodrow Wilson.....1935 Fuquay Springs
Johnston, Clyde Anthony.....1946 Littleton
Joiner, Arthur Eugene.....1937 High Point
Joiner, Leon Benjamin.....1942 Salisbury
Jones, Alpheus.....1915 Warrenton
Jones, Dolan.....1927 Monroe
Jones, George Haywood.....1944 Zebulon
Jones, John Barnes.....1944 McColl, S. C.
Jones, John Lee.....1924 Canton
Jones, Joseph Hunter.....1919 Haw River
Jones, M. L.....1937 Asheville
Jordan, Dillon Leroy.....1942 Raleigh
Jowdy, A. W., Jr.....1944 New Bern

K

Keenum, Ralph Francis .....1935 Canton
Kelly, George Carl.....1928 Lillington
Kelly, Hunter Liggett.....1941 Durham
Kerner, Lewis Clarence.....1905 Henderson
King, Alfred Henderson.....1946 Durham
King, B. F.....1946 Hickory
King, James Robert.....1915 Durham
King, Valdane Jennings.....1945 Gastonia
Kirby, Guy Smith, Jr.....1946 Marion
Kirkpatrick, George Luther.....1946 Black Mountain
Kiser, Ray Alexander.....1945 Gastonia
Klein, Ben F.....1946 Asheville
Knight, Edward Hines .....1945 Black Mountain
Koonce, John Edward.....1941 Chadbourn
Koonts, Archie Alva.....1931 High Point
Kritzer, Everett Loftus.....1932 Albemarle
Kunkle, Austin Boyd.....1925 Fayetteville

L

Lafferty, Parks Moore.....1946 Concord
Lamm, Lewis Marion.....1939 Mount Airy
LANGDON, RALPH EDWARD (1936).....1924 Fayetteville
Langdon, Roscoe.....1936 Columbia, S. C.
Langston, Douglas O.....1945 Greensboro
Lasley, Charles Glenn.....1939 Hickory
Lasley, Matthew Ivey.....1924 Winston-Salem
Lazarus, Joseph.....1925 Sanford
Lea, Lumartin John.....1927 Laurinburg
Ledbetter, E. DeBarry.....1944 Chapel Hill
LEE, PARMILLUS ARTEN (1918)..1906 Dunn
Lewis, William Clyon.....1937 Kannapolis
Lewis, W. K.....1942 Mount Olive
Libbus, Thomas Anthony.....1936 New Bern
Link, Francis Philip.....1939 Reidsville
Linn, Tom Latan.....1939 Landis
LISK, DANIEL CLYDE (1929).....1920 Charlotte
Lloyd, Allen Alexander.....1940 Hillsboro
Lockhart, Bernard Otis.....1946 Greensboro
Lord, Charles A.....1916 Asheville
Lovett, Herbert Edward.....1938 Liberty
Lutz, Horace Cleveland.....1909 Hickory
Lynch, Norman W.....1946 Tarboro
Lynch, William Francis.....1940 Fairmont
Lyon, Frank Fuller.....1916 Oxford
Lyon, O. Henry.....1945 Lillington
Lyon, Robert Phillips.....1919 Wadesboro

M

Mabry, Charles Snellings.....1946 Hamlet
Macon, Arthur Boise.....1936 Mount Airy
Malone, Charles Everette.....1917 Salisbury
Maness, Riley Colon.....1935 Greensboro
Markham, George Wilber.....1942 Fayetteville
Martin, Alfred Newman.....1922 Roanoke Rapids
Martin, Sydnor Lee, Jr.....1945 Spray
Matthews, Charles Emmett, Jr.1919 Roanoke Rapids
Matthews, George Edgar.....1940 Fayetteville
Matthews, John Ivey.....1938 Raleigh
Mathews, George Washington ..1922 Asheville
Mauney, Walter McCombs.....1928 Murphy
May, Thomas Hilliard.....1944 Wake Forest
Mayrand, Louis P.....1943 Greensboro
McAdams, Jack W.....1942 Burlington
McAllister, Harmon Carlyle.....1936 Chapel Hill
McBryde, R. Vincent.....1933 Fayetteville
McCollum, Numa Hill.....1934 Leaksville
McCrimmon, Daniel David.....1928 Pittsboro
McCrimmon, Dan Grier.....1943 Robbins
McDaniel, Archie Wilton.....1945 Fairmont
McDonald, A. H.....1946 Durham
McDonald, Henry Clyde.....1942 Brevard
McDonald, William Russell, Jr.1921 Hickory
McDowell, Norfleet Owen.....1933 Scotland Neck
McDowell, Norfleet Owen, Jr. ..1946 Scotland Neck
McDuffie, Roger Atkinson.....1915 Greensboro
McFalls, Charles Daniel.....1944 Madison
McFalls, Oliver Wendell.....1940 Pomona
McFalls, Samuel Woodrow.....1940 Greensboro
McGee, James Conrade.....1941 Asheville
MCKAY, DANIEL MCNEILL (1945).....1917 Durham
McKay, Joseph Wheeler.....1943 Hazelwood
McKesson, Louis Walton.....1943 Statesville
McLean, Alton Lee, Jr.....1945 Raleigh
McLean, George Woodrow.....1937 Clinton
McLelland, John Howard.....1942 Troutman
McManus, Matthew T. Yates ..1933 Winston-Salem
McMillan, Benjamin Franklin, Jr.....1945 Lumberton
McNeill, George Raymond.....1933 Whiteville
McNeill, John Albert.....1940 Whiteville
McNeill, Lenwood Jackson.....1936 Gastonia
Melvin, Marion Butler.....1924 Raleigh
Merriman, William Doctor.....1938 Charlotte
Miles, Morton Clifton.....1917 Henderson
Millaway, Eugene Delano.....1940 Burlington
Miller, Clarence Mason.....1932 Wallace

Miller, R. E.....1935 Wilmington
Millis, Archie Edward.....1939 Durham
Mills, John Craton.....1919 Cliffside
Mills, Joseph Arthur.....1932 Tabor City
Mitchell, Clarence Eugene.....1934 Highlands
Mitchell, Henry Gaither.....1941 Burlington
Mitchell, John D.....1936 Charlotte
Mitchener, John Agrippa, Jr.....1938 Edenton
Mock, Charles Henry.....1943 Boone
Montague, George W.....1919 Durham
Montesanti, Joe, Jr.....1945 Southern Pines
Moore, Banks McIlvain.....1942 Eastport, N. Y.
Moore, Bernice Culbreth.....1931 Rocky Mount
Moore, Milton Alvin.....1943 Tarboro
Moore, Thomas John.....1927 Wilson
Moose, George Kelly.....1925 Boone
Moose, Hoy Archibald.....1927 Mount Pleasant
Moose, Walter Lee.....1924 Greensboro
Morton, William Alexander.....1944 Atlanta, Ga.
Moss, Fred Morris.....1935 Gastonia
Mullen, Lester Boyd.....1945 Asheville
Murphy, John C.....1942 Shelby
Murr, George Frank.....1931 Thomasville
Murrell, Harry Thomas.....1937 Salisbury

N

Nance, John Sanford.....1944 Charlotte
Neil, Joseph Walton.....1937 Laurinburg
Nelson, Stacy Gordon.....1943 Aulander
Neville, Augustus, Jr.....1941 Spring Hope
Newsome, Henry C.....1921 Winston-Salem
Nicholson, Archie Thomas.....1915 Tarboro
Nicholson, Elliott Nolley.....1935 Murfreesboro
Nicholson, Michael Albright.....1918 Troy
Nowell, William Robert.....1913 Wendell

O

Oakley, Curtis Hill.....1929 Roxboro
O'Daniel, James Sydney.....1939 Hickory
O'HANLON, EDWARD WILKINS (1929).....1895 Winston-Salem
Oliver, George Gustavus.....1943 Laurinburg
Overman, Harold Speight.....1908 Elizabeth City
Oxner, George Lever.....1943 Greensboro

P

PAGE, BENJAMIN FRANKLIN (1930).....1906 Raleigh
Page, Clarence Eugene, Jr.....1939 Henderson
Palmer, Archibald William.....1936 Sanford
Parker, Richard Smith.....1922 Murphy
Parker, Roland H.....1943 Columbia
Parker, Walter Wellington, Jr.....1924 Henderson
Parks, William Allen.....1937 Fort Mills, S. C.
Parrish, L. F.....1940 Rocky Mount
Pegram, Mrs. Addie Bradshaw.....1943 Apex
Petrea, Fred Smith.....1946 Greensboro
Phillips, J. E.....1944 Wilson
Phillips, Millard Brown.....1919 Albemarle
Phillips, William Penn.....1937 Morganton
Pickard, John Milton.....1941 Durham
Pierce, James Stanley.....1946 Rocky Mount
Pike, Jesse Miller.....1941 Concord
Pike, Joseph William, Jr.....1938 Concord
Pilkington, E. L., Sr.....1944 Goldsboro
Pinnix, William Maple.....1925 New Bern
Plemmons, Donald Alton.....1944 Asheville
Polk, John Bunnie.....1941 Durham
Poole, Larry Brittain.....1942 Thomasville
Porter, Charles Davis.....1924 Concord
Powell, Joseph Clement.....1940 Winston-Salem
Pressly, Charles Payson.....1937 Gastonia
Price, Hubert Graham.....1938 Raleigh
Price, Samuel Howard.....1920 Mooresville
Proctor, William Vinson.....1939 Charlotte
Pugh, Edward Stuart.....1941 Windsor
Purcell, David Craig.....1936 Salisbury
PURCELL, SAMUEL MITCHELL (1919).....1909 Salisbury

R

Rand, Thomas Reid, Jr.....1940 Raleigh
Rankin, Winton B.....1944 Quincy, Mass.
Ray, Erwin Linwood.....1926 Asheboro
RAY, FREDERICK, JR. (1943).....1933 Jonesboro
RAYSOR, CHARLES A. (1904).....1904 Asheville
Reamer, Israel Thomas.....1934 Durham
Reaves, Hallie Craven.....1937 Asheboro
Reaves, Leonard Erastus, Jr. ....1938 Ontario, Cal.
Reeves, Jefferson.....1924 Waynesville
Register, Milton Otis.....1932 Clinton
Rhinehardt, Charles Bais.....1946 Asheville
Rhyne, Clarence Little.....1946 Charlotte
Rhyne, Wayne Frank.....1925 East Gastonia
Richardson, Aubrey DeVaughn.....1944 Cerro Gordo
Richardson, Luther Wyatt.....1939 Goldsboro
Richardson, Odell K.....1938 Elkin
Richardson, Wayne Robert.....1940 Boone
Ridenhour, Davidson Giles.....1942 Mount Gilead
Riegel, Maxwell S.....1945 Clifton Springs, N. Y.
Riggsbee, Edgar Lloyd.....1945 Durham
Rimmer, Eugene Freeland.....1913 Sanford
Rimmer, Helen Bell.....1934 Sanford
Rimmer, Robert Meril.....1940 Franklin
Ring, Clifton Adolphus.....1939 High Point
Ring, Clifton Adolphus, Jr.....1939 High Point
Ring, Luther Branson.....1922 Ozona, Florida
Rives, Herbert Lisle.....1924 Bethel
Roberson, Culas.....1932 North Spray
Roberts, Herschel.....1918 Weaverville
Roberts, Hubert Earl.....1926 Marshall
Robinson, Carlton.....1935 Winston-Salem
Robinson, Derwood Paul.....1935 Oxford
Robinson, Harriet Agnes.....1945 Lumberton
Robinson, John Linwood.....1937 Belmont
Robinson, Thomas Ruffin, Jr.....1938 Goldsboro
ROGERS, RALPH PEELE (1942) ..1912 Durham
Rollins, E. W.....1942 Winston-Salem
Rose, Ira Winfield.....1906 Chapel Hill
Rosser, John Harrington.....1944 High Point
Rouse, Louie Livingston.....1935 Fayetteville
Royall, George Edwin, Jr.....1941 Elkin
Royeroft, William Ruffin.....1941 Coats
Rudisill, Jones Solomon.....1910 Forest City
Russell, Jesse Milton, Jr.....1940 Canton
Russell, Thomas Wayne.....1937 Greensboro

S

Salley, William Moss.....1933 Asheville
Sanders, C. A.....1938 Thomasville
Sappenfield, James Alexander.....1926 Kannapolis
Sappenfield, William Alfred.....1945 Statesville
Saunders, Lawrence Sidney.....1927 Olive, Cal
Savage, Matthew Council.....1941 Roanoke Rapids
Savage, Robert Maryland.....1928 Pilot Mountain
Sawyer, Robert B.....1943 Winston-Salem
Scharff, Richard Cole.....1944 Norfolk, Va.
Scroggs, Fleet H.....1946 Richmond, Va.
SEDBERRY, H. STILES (1942).....1892 Rocky Mount
Selden, Joseph Stancell.....1927 Weldon
Senter, Lloyd M.....1946 Carrboro
Senter, Plennie Lloyd.....1937 Carrboro
Sheffield, B. C., Jr.....1942 Warsaw
Sheider, G. A.....1946 West Asheville
Sherard, John Frank.....1941 Burlington
Shields, C. Louis.....1946 Burgaw
Shigley, Henry Hall.....1935 Asheville
Shook, Eulan.....1936 Hickory
Shuford, Lloyd Durham.....1944 Forest City
Simmons, F. Joel.....1946 Hickory
Simmons, Hansford Randolph ..1945 Whiteville
*Simmons, Wilson Coite.....1939 Winston-Salem
Simpson, Thomas Skinner.....1916 Winston-Salem
Singletary, Fred Bunyan.....1936 Greensboro
Singletary, Walter Oscar.....1942 Winston-Salem
Sisk, Charles Jones.....1944 West Asheville
Sitison, James Andrew.....1927 Mount Airy
Sloan, William Lee.....1942 Graham
Sloop, Lonnie Leyburn.....1919 High Point
Smith, Claude Norman.....1944 Washington, D.C.
Smith, Fitz Lee.....1935 Brevard
Smith, Henry Edwin.....1938 Winston-Salem
Smith, James Pate Fillmore.....1942 West End
Smith, Leon.....1920 Kannapolis
Smith, Leon Wriston, Jr.....1941 Kannapolis
Smith, Oscar Wilbur.....1937 Pilot Mountain
Smith, William Julius.....1937 Chapel Hill
Smith, William Oscar.....1942 Arlington, Va.
Sparks, James Ellis.....1926 Elizabeth City
Sparks, Lee Roy, Jr.....1942 Durham
Spencer, Buxton William, Jr. ....1944 Durham
Stacy, Lewis Blanton.....1942 Gastonia
Stamps, Joseph Neal.....1944 High Point
Stanback, Thomas Melville.....1917 Salisbury
Stevens, Mac Watson.....1941 High Point
Stevenson, John Thomas.....1919 Elizabeth City
Stimson, John Halbert.....1912 Statesville
Stone, Benjamin Franklin.....1940 Elizabethtown
Stone, Bryant M.....1938 Charlotte

Stowe, Harry Reid.....1942 Charlotte
Strickland, Charles Brandon.....1932 Fayetteville
Sullivan, Lawrence Steers.....1937 Durham
Suttle, Julius Albert.....1919 Shelby
Suttlemyre, Claude Philip.....1935 Charlotte
SUTTLEMYRE, PHILIP JOHNSON (1935).....1922 Hickory
SUTTON, JAMES LINWOOD (1930).....1915 Chapel Hill
Swaney, Charles Arthur.....1925 Winston-Salem
Swaringen, DeWitt C.....1909 China Grove
Swindell, Edmund Slade.....1922 Durham
Sykes, Ralph James.....1943 Greensboro

T

Tainter, Dean.....1931 Marion
Tarkenton, Edward Lawrence ..1903 Wilson
Tart, David Whitfield.....1916 Roseboro
Tate, D. O.....1946 Albemarle
Tate, Earl Henry.....1925 Lenoir
Tatum, Joseph Myron.....1946 Asheville
Taylor, Leroy Boone.....1927 Conway
Taylor, Norward Travis.....1936 Raleigh
Taylor, William P.....1919 Roanoke Rapids
TEAGUE, M. FITZ (1919).....1917 Asheville
Tennant, Walter Douglas, Jr.....1938 Crossnore
Terrell, John Arthur, Jr.....1943 Sanford
Thomas, Eugene Ernest.....1929 Roxboro
Thomas, Edward Ragland.....1907 Erwin
Thomas, John Ivey.....1941 Dunn
THOMAS, PHILIP LANGSTON (1936).....1933 Roxboro
Thomas, William Graham.....1944 Varina
Thompson, James Lee.....1936 Reidsville
THOMPSON, PAUL HERMAN (1928).....1925 Fairmont
Thornton, George Palmer.....1940 Goldsboro
Thornton, John William, Jr.....1946 Dunn
Threatt, Julius Blakeney.....1929 Durham
Tilley, John Everett.....1924 Winston-Salem
Toms, Elmo Reid.....1924 Wilmington
Townsend, James H.....1915 Red Springs
Tripp, Guy Oscar.....1924 Raleigh
Trotter, Pinkney Lawson.....1943 Chapel Hill
Tunstall, Joe Peyton.....1941 Washington
Turlington, Jesse E.....1946 Lumberton
Turnmyre, Arthur Pleasant.....1922 Mount Airy
Tyson, Jesse Williams.....1938 Greensboro

U

Umstead, Oscar Logan.....1929 Durham
Underhill, John A.....1942 Madison
Underwood, Hamilton Polk, Jr. 1942 Fayetteville
Upchurch, Malcolm Thurston....1934 Smithfield
Usher, Joseph Thomas.....1931 Greensboro

V

Varner, Sebron Edward, Jr.....1943 Brevard
Vinson, Emmett Littlebury.....1922 Halifax
Vinson, James T.....1923 Goldsboro

W

Walker, Archie DuVal.....1946 Wilmington
Walker, H. L.....1942 Greensboro
Walker, Harry Wilbur.....1929 Norlina
Walters, Alonzo Kennedy.....1940 Burlington
Ward, Bernard Rudolph.....1933 Goldsboro
Ward, Edward Harvie.....1924 Tarboro
Ward, Waits Artemus.....1924 Swannanoa
Warren, Bowman Glidewell.....1927 Winston-Salem
Warren, Lovett Aldin.....1935 Garland
Warren, Lovett Aldin, Jr.....1939 Garland
Waters, George Walter, Jr.....1910 Goldsboro
Watson, Joseph Winstead.....1939 Rocky Mount
Watson, Richard.....1939 Hendersonville
WATSON, ROBERT NEAL (1943) 1939 Jonesboro
Way, James Arthur, Jr.....1937 Winston-Salem
Webb, Eugene Lea.....1910 Thomasville
Webb, Thomas Paul, Jr.....1942 Shelby
Welborn, William Fowle.....1919 Lexington
Welch, William Dorsey.....1929 Washington
WELFARE, SAMUEL EUGENE (1917).....1917 Winston-Salem
Wells, Robert Rodney.....1935 Shelby
West, James F.....1928 Winston-Salem
West, Wilber Lethian .....1941 Roseboro
Wharton, Lee A.....1941 Gibsonville
Wheeler, Cyrus Rankin.....1930 Winston-Salem
White, Clarence Bernard.....1927 Henderson
White, Delmar Frederick.....1930 Mebane
White, Elliott Sylvester.....1941 Southern Pines
White, George Spencer.....1924 Lexington
WHITE, HENRY GARFIELD (1934).....1916 Elm City
White, James I.....1918 Burlington
White, James Stark.....1933 Mebane
WHITE, LUTHER (1926).....1921 Kinston
White, Walter Rodwell.....1910 Warrenton
Whitehead, Charles Raymond ..1924 Ramseur
Whitehead, Thomas Edward.....1932 Charlotte
Whiteley, Iley.....1946 Morganton
Whiteley, Roland Scott.....1934 Findley, Ohio
Whitford, Bryan H.....1941 Washington
Whitley, Howard Emsley.....1936 Concord
Whitley, Jesse Rose.....1936 Hendersonville
Whitley, Wyatt Y.....1929 Fremont
Whitson, William James.....1945 Phelps, N. Y.
WIGGINS, WILLIAM WINSTON (1931).....1931 Raleigh
Wilkerson, Ira Otis.....1940 Greensboro
Wilkins, William Robert.....1939 Mocksville
Williams, Archibald Hunter A...1916 Oxford
Williams, John Cossie.....1940 Bessemer City
Williams, Laurel Lee.....1944 Greensboro
Williams, Martin H.....1942 Albemarle
Williams, Martin Van Buren.....1920 Winston-Salem
Williamson, Charles MacMillan.....1940 Concord
Willis, Robert Moore.....1921 Southport
Wilson, Claude Arthur.....1925 Monroe
Wilson, Lowry Reed.....1924 Lowell
Wilson, Thomas Harvey.....1924 Gastonia
Wilson, Thomas Vernon.....1924 Balfour
Wilson, William Brown.....1920 Hendersonville
Windecker, George H.....1945 Ridgefield Park, N. J.
Winders, Hal Marion.....1933 Farmville
Wohlford, Herbert William.....1944 Charlotte
Wolfe, J. Carl.....1945 Hickory
Wolfe, William Samuel.....1918 Mount Airy
Womble, Logan Nyal.....1937 Plymouth
Woodard, B. Paul.....1940 Princeton
Woodward, G. B.....1943 Franklin
Woolard, Edward Watson.....1922 Henderson
Wooten, John William Franklin.....1927 Fayetteville
Worthy, Ford Stedman.....1946 Washington
Wrike, Walter Curtis.....1922 Graham

Y

Yoder, Coley R.....1933 Conover
Youngblood, Frances Rimmer....1944 Sanford

Z

Zuckerman, Isaac L.....1941 Greensboro

ASSOCIATE MEMBERS

A

Adams, James C.....1943 Landis
Adams, Lowry Thomas.....1924 Winston-Salem
Aiken, Otis W.....1944 Creedmoor
Allen, J. T.....1936 Asheboro
Almand, Charles Aubrey.....1943 Rocky Mount
Anderson, Ernest Ruffin.....1939 High Point
Angel, T. W., Jr.....1939 Franklin
Aycoth, Sherman Luther.....1946 High Point

B

Bailey, Guy Loey.....1934 Fair Bluff
Barbour, Thelbert Alonzo.....1940 Burlington
Barefoot, Mrs. Earl G.....1942 Canton
Beasley, Edward Bruce, Jr.....1944 Fountain
Bess, G. K.....1936 Sylva
Birkitt, Sebastian Poisal.....1940 Charlotte
Bissette, Charles B.....1942 Greenville
Black, Baxter F., Jr.....1943 Kannapolis
Booth, L. P.....1942 Hayesville
Brame, Peter Joyner, Sr.....1933 N. Wilkesboro
Britt, Lawrence.....1946 Clinton
*Brooks, James Howell.....1939 High Point
Brown, Henry Shelton.....1935 Goldsboro
Bryan, J. E.....1945 Lumberton
Bryant, Nan L.....1941 Tarboro
Butler, Clifford Roosevelt.....1936 Dunn

C

Cahill, Edgar Leon.....1942 Winston-Salem
Caudell, Frank M.....1933 Buies Creek
Chandler, James Thomas.....1935 Leaksville
Clark, Herbert Mason.....1941 Burlington
Coble, Robert W.....1946 Asheville
Coppedge, R. F.....1932 Asheville
Correll, Leslie James.....1925 Kannapolis
Coxe, James Sherwood.....1920 Raleigh
Craig, Pauline Bell.....1943 Winton
Crouch, L. G.....1946 Asheville

D

Dallas, G. L.....1942 Leaksville
Davis, James Emerson.....1946 Greensboro
Davis, William Ralph.....1942 Winston-Salem
Dees, Mrs. E. R.....1943 Burgaw

Dixon, John L.....1935 Elm City
Dodd, Robert Bruce.....1936 Bunn

E

Edens, Allen Dupree.....1937 Durham
Elam, Paul W.....1940 Louisburg
Elks, Chester A.....1946 Scotland Neck

F

File, W. C.....1936 Raleigh

G

Gaddy, Judge William, Sr.....1946 Marshville
Garland, Robert G.....1929 High Point
Garris, Robert Lee.....1941 Washington
Griffin, Thomas William.....1943 Statesville
Gurganus, George Alton.....1943 Seaboard
Guthrie, Ivey.....1936 Vanceboro

H

Hales, Carl Whittin.....1933 Jacksonville
Harrelson, R. C.....1930 Tabor City
Hawkins, Luther O.....1935 Statesville
Hedrick, Hoyt Carlynn.....1943 Lexington
Henderson, Leonard Willis.....1925 Franklinton
Hern, J. A.....1932 Valdese
Hicks, Ernest L.....1923 Concord
Hinds, Everett Lee.....1942 Pembroke
Holmes, Ralph T.....1933 Statesville
Horton, Victor Walter.....1938 Asheville

J

Johnson, John R.....1933 Asheville
Jones, S. L.....1936 Greensboro
Jones, Wayne G.....1943 Greensboro

K

Keith, E. K.....1935 Raleigh
Kemp, Affie Thurston.....1942 Burlington
King, Roland Gabriel.....1944 New Bern
Kiser, Elisha McDonald.....1946 West Asheville
Knight, Charles Hazel.....1942 Winston-Salem

L

Lawhon, Archie S.....1934 Fayetteville
Lawrence, Graham Vance.....1938 Charlotte
Lewis, Norman A.....1943 Wilson
Liske, P. J.....1940 Salisbury
Littlefield, Gary Anderson.....1935 Gastonia
Lucas, William Henry.....1942 Greensboro

M

Macfie, J. A.....1941 Brevard
Mansfield, Lem Howard.....1935 Graham
Martin, John Wilford.....1943 Macclesfield
Matthews, George David.....1941 Stoneville
Matthews, Johnnie Lee.....1935 Rocky Mount
Matthews, Weldon C.....1929 Morehead City
McAdams, E. L.....1936 Burlington
McGill, J. L.....1932 Kings Mountain
McLarty, George.....1941 High Point
McNeeley, Mrs. M. C.....1946 Greensboro
McNeill, W. C.....1932 Whiteville
Medford, D. B.....1941 Clyde
Mitchell, H.....1944 Raleigh
Monroe, J. A.....1943 Charlotte
Moore, Horace W.....1944 Lexington
Moose, Hubert Foy.....1945 Statesville
Morgan, Willard Burette.....1941 Durham
Munns, Robert Floyd.....1943 Wilmington
Musgrove, William McKinley.....1927 Catawba

N

Niven, Howard Archibald.....1942 Charlotte

O

O'Brien, Claude C.....1943 Greensboro
Overton, John Tyler.....1939 Southern Pines

P

Pierce, B. Jeff.....1936 High Point
Pinner, Beaman L.....1933 Asheville
Poindexter, A. G.....1943 Greensboro
Pollard, L. V.....1946 Burnsville
Prevatt, Miles Alton.....1942 Lumberton
Purcell, A. L.....1942 Spring Hope

R

Rancke, G. E.....1936 Lumberton
*Ranzenhofer, John Arthur.....1945 Highland Falls, N. Y.
Richardson, Joseph Phillips.....1940 Lenoir
Rigby, H. C.....1945 Asheville
Riggsbee, Victor L.....1942 Charlotte
Ripley, Webb Pendleton.....1938 Durham
Robertson, W. N.....1941 Laurinburg
ROGERS, BEN F. (1936).....1934 Fair Bluff
Rollins, P. D.....1945 Asheville
Rouse, Elmore.....1946 Greensboro
Royal, J. Weldon.....1937 Denton
Royall, George E.....1937 Elkin
Rush, Wesley S.....1941 Candor
Russell, Lon D.....1931 Greensboro
Russell, Rufus C.....1933 Greensboro

S

Seerest, V. V.....1942 Monroe
Seitter, Dellmer B.....1944 Wilmington
Sheffield, Charles J.....1944 Warsaw
Sheffield, R. M.....1933 Lexington
Smith, John Elbert.....1939 Lenoir
Sowers, Gray.....1942 Winston-Salem
Spake, Y. E.....1939 Morganton
Squier, Irwin Britton.....1944 Greensboro
Stewart, Albert George.....1939 Spruce Pine
Strum, Andrew Jackson.....1942 Winston-Salem
Suttle, J. A., Jr.....1944 Shelby

T

Tate, Rowland Clifton.....1936 Grover
Taylor, Charles Alexander.....1942 Mt. Holly
Threewitts, G. A.....1935 Littleton

V

Viall, Wesley R.....1925 Pinehurst

W

Wade, Clifton Elsworth.....1936 Colerain
Wagner, Wilfred Everett.....1941 Greensboro
Ward, John Waldo.....1942 Winston-Salem
Warren, Harold Craig.....1943 Raleigh
Waynick, Howard Preston.....1940 Burlington
Welch, John.....1946 West Asheville
Wilkins, William Neisler.....1940 Kinston

Y

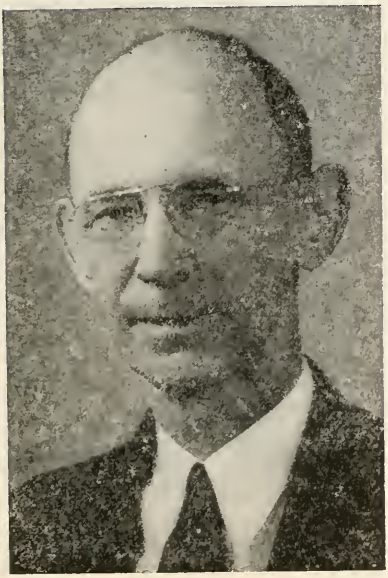
Yandle, Lester Hunter.....1925 Matthews
Young, Richard E.....1929 Asheville

HONORARY MEMBERS

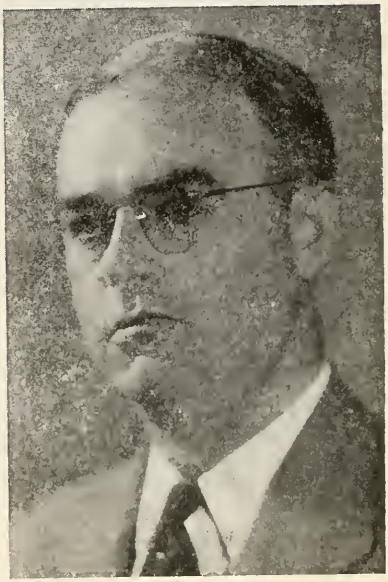
Chase, Harry Woodburn.....New York City
Daniels, Josephus.....Raleigh, N. C.
Dargavel, John W.....Chicago, Ill.
Graham, Frank Porter.....Chapel Hill, N. C.
Jones, Rowland, Jr.....San Francisco, Cal.
Noble, Alice.....Chapel Hill, N. C.
Rusby, H. H.....New York City
Wooten, Thomas V.....Chicago, Ill.

STUDENT BRANCH MEMBERS

Aliton, Emily H.....Port Jervis, N. Y.
Baker, Jesse Horace, Jr.....Winfall
Bizzell, Doris.....Greenville
Blanchard, Evelyn Pitt.....Wallace
Bowers, Jimmie Claxton.....Morganton
Brantley, William Cain.....Raleigh
Brinkley, Clifton Scott.....Hickory
Bryant, Edward Albert.....Lenoir
Burgiss, Patsy Roy.....Sparta
Claytor, David Dortch.....Hillsboro
Collins, Benjamin Franklin.....Weldon
Costner, Peggy Ann.....Lincolnton
Hanna, Bettie Carolyn.....Hickory
Hawkins, Reeves.....e.....Clyd
Heath, Clell.....Cove City
Hemingway, Clifford Ervin.....Andrews, S. C.
Holden, Eleanor Pearl.....Bunnell, Fla.
Howard, William N.....Asheville
Howell, Viola.....Chapel Hill
Jordan, William Merritt.....Asheville
Lang, Mildred.....
Lee, Florence.....
Lovette, James Fleming.....Graham
Macon, Ellen.....Mt. Airy
Mathews, George Washington, Jr. .....Asheville
Morgan, George Daylon.....Clayton
McDonald, John Cameron.....West Durham
Paramore, Rex.....Elizabeth City
Rhem, John Fitzhugh.....Garysburg
Rhodes, Daniel Edward.....Morganton
Rich, Harold Clayton.....Garland
Rose, Willie Carroll.....Newton Grove
Satterwhite, Irwin Matthews, Jr.....Newberry, S. C.
Seaborn, Robert Hawthorne.....Victoria, Va.
Showalter, Mildred.....Raleigh
Shugar, Evelyn.....
Sinclair, Allen.....
Snyder, Jean Iola.....Hagerstown, Md.
Stephens, Frank.....Orrum
Stutts, Evelyn Loving.....Cameron
Tart, Julia Ophelia.....Dunn
Temple, Herbert Austin.....Jonesboro
Thomas, Henry G.....Jonesboro
Thorne, Joseph Phillip.....Weldon
Uzzell, Travis S.....Roanoke Rapids
Weathington, Jeanette.....Winterville
Yates, Miriam Elizabeth.....Brookneal, Va.



C. M. Andrews



Ralph P. Rogers

THE WOMAN'S AUXILIARY OF THE N.C.P.A.

The thirteenth annual convention of the Reorganized Woman's Auxiliary of the N.C.P.A. met in the East Ballroom of the George Vanderbilt Hotel, Asheville, April 15th, at 10:30 a.m., with the president, Mrs. J. C. Jackson, presiding.

After welcoming the ladies, the group sang America, followed by an inspirational devotional led by Mrs. L. E. Barnhardt of Charlotte. Greetings were extended the guests by Mrs. Lloyd M. Jarrett, president of the Asheville Drug Club Auxiliary, to which Mrs. M. L. Jacobs, Chapel Hill, responded. Greetings were brought from the North Carolina Pharmaceutical Association by its president, W. A. Gilliam, and from the Traveling Men's Auxiliary by its president, M. G. Morris. In the absence of Dean Beard, the secretary read a letter from him bringing greetings from the School of Pharmacy.

The roll call and the reading of minutes were dispensed with upon motion and unanimous vote of the members in session.

The secretary read letters from Dean Beard and Acting Dean Jacobs of the School of Pharmacy, and from R. B. House, Chancellor of the University of North Carolina, in acknowledgment and thanks for the contributions to the Student Loan Fund.

Mrs. John Bennick, First Vice-President, took the chair while Mrs. Jackson made a short address.

President's Address

We are gathered here in the Thirteenth Annual Meeting of the Reorganized Woman's Auxiliary of the North Carolina Pharmaceutical Association to appraise our work for the past two years, to share our experiences and above all to enjoy the fellowship and friendship which have been characteristic of this group since its organization.

The past two years have been years of anxiety and tragedy throughout the world, and we here have felt the results of this conflict. However,

Auxiliary Presidents

MRS. J. C. JACKSON, Lumberton
President 1944-46

MRS. W. R. ADAMS, Angier
President 1946-47

the work of the Woman's Auxiliary has not waned, rather it has grown in strength, as you will note as the officers and chairmen make their reports. These reports that your officers make today, are, as a matter of fact, not their reports but yours. They record the sum total of work you have done in the past two years.

It has been for me a very happy two years. I gladly accept this opportunity to express my sincere thanks to each of you for your loyalty and wholehearted cooperation. I also want to thank my fellow officers and chairman for their generous support and for the splendid work accomplished. I wish to express my deep appreciation to Mrs. W. J. Smith, our most capable and efficient Secretary-Treasurer. She has been a source of unfailing help. I also want to express my appreciation to Mr. Wade Gilliam, President of The North Carolina Pharmaceutical Association; Mr. M. G. Morris, President of the Traveling Men's Auxiliary; to Dean Beard, to Dr. Jacobs, Miss Alice Noble, and to Mr. W. J. Smith, Secretary-Treasurer of the N. C. Pharmaceutical Association. I also want to thank Mrs. J. C. McGee and all the Asheville ladies and men who have made this convention possible.

It is with pleasure that I welcome our newly organized drug clubs. It was a wonderful experience for me to have a part in organizing these fine groups and it gives me a great thrill to present them to you—Asheville, Durham-Chapel Hill, Henderson, and Raleigh.

I am sure that most of you read my report in the JOURNAL last Fall and I will not take up the time to report the activities but I do want to say that I attended all meetings when asked to represent the Auxiliary, and had the pleasure of visiting Greensboro, Charlotte, and Raleigh Auxiliaries. It was a great disappointment to me not to get up to Winston-Salem. It was my privilege to attend the annual dinner given by the North Carolina Pharmaceutical Association to the student body of the School of Pharmacy and to bring greetings from the Woman's Auxiliary. I also attended the dinner given in honor of Mr. Hancock and Dr. Zoeller. A wire was sent to Mrs. Haywood Watson at the death of her husband.

Any attempt to review the work of the past two years seems without much value unless, at the same time, we look forward and interpret what we have done in terms of our hopes and aspirations for the future.

If we are to be worthy of the future and build a more active Auxiliary for tomorrow, we must each take our share in the essentials of today. I would like to suggest definite objectives for your consideration:

1. To work at all times very closely with the North Carolina Pharmaceutical Association.

2. To organize more local drug clubs.

3. To interest every qualified woman in being a member of the Woman's Auxiliary of the North Carolina Pharmaceutical Association.

4. To increase our interest in the students in the School of Pharmacy.

As we enter upon another year, let us be determined to make it the very best year that our Auxiliary has ever had, pledging our loyal support to our new officers and each doing our utmost in a most wonderful spirit of fellowship.

The Treasurer's report revealed that during the two-year period between conventions that a total of $838.77 had been contributed to the Student Loan Fund, bringing it to a total of $2,765.96. She reported also that a Treasurer's book had been started, in which is a detailed report of receipts and expenditures.

Mrs. W. R. Adams of Angier, Parliamentarian, reported on the work of the Constitution Committee, of which she was chairman. A copy of a proposed revised constitution which had been published previously in the CAROLINA JOURNAL OF PHARMACY, was handed to each member. When a vote was taken, it was unanimously adopted as revised.

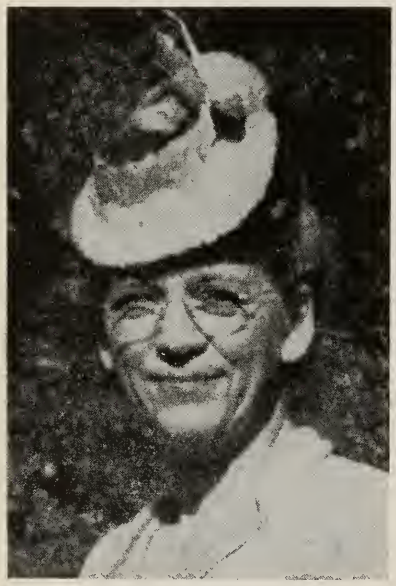
In the absence of Mrs. J. Floyd Goodrich, Historian, Mrs. L. J. Loveland of Durham presented her report. Mrs. Goodrich had compiled a beautifully bound scrap book in which she had placed historical material pertaining to the auxiliary since its organization.

The reports of standing committees were next on the agenda and proved to be most interesting. Mrs. John Bennick, speaking for the Executive Committee, reported that in a session at Chapel Hill, they had voted to spend a sum of $100, taken from membership dues, on the redecoration of the woman's lounge at the School of Pharmacy, Chapel Hill. They had also, after much consideration, voted to transfer the student loan fund to a scholarship fund. The committee report was accepted as read. A committee to submit a suitable name for the new scholarship fund was named by the president as follows: Mrs. John Hood, Kinston; Mrs. E. L. Hicks, Concord, and Mrs. W. R. Dixon, Charlotte. A committee was also named for the purpose of effecting the transfer of funds from the loan fund division at the University to the scholarship fund. This committee was composed of Mrs. J. Floyd Goodrich, Durham; Mrs. D. D. Hocutt, Henderson; Mrs. M. L. Jacobs, and Mrs. W. J. Smith, Chapel Hill.

A committee on the redecoration of the

MRS. W. A. WARD, Swannanoa
State Hospitality Chm.

MRS. D. D. HOCUTT, Henderson
Chm., Membership Committee



MRS. J. C. HOOD, Kinston
Chm., Nominating Committee

MRS. L. E. BARNHARDT, Charlotte
Chm., Resolutions Committee

woman's lounge at the School of Pharmacy was named as follows: Mrs. M. L. Jacobs, Chairman; Mrs. J. G. Beard, Mrs. I. W. Rose of Chapel Hill; and Mrs. R. P. Rogers of Durham.

Mrs. P. A. Hayes, Chairman of the Hospitality Committee, reported that in 1945 the Justice Drug Company was host to the Executive Committee and chairmen of standing committees. Prior to the 1946 convention, invitation cards were sent to 315 previous members of the Auxiliary urging their attendance at the meeting

Mrs. Joe Monroe, Charlotte, 1945 Membership Chairman, reported that 242 members were secured for the Auxiliary during that year. In the absence of Mrs. M. B. Melvin, Raleigh, 1946 Membership Chairman, Mrs. R. I. Cromley reported that in addition to those members joining at the registration desk, 301 members had been secured by the Membership Committee.

The Resolutions Committee work was reported by Mrs. C. H. Smith, Charlotte, in the absence of the chairman, Mrs. Dewey Groome. Resolutions were offered as follows:

1. In appreciation to all those who participated in making the convention a success.

2. In appreciation to those who contributed prizes.

3. To those contributing to the entertainment features.

4. That there be a rising vote of thanks to the officers who served two years.

5. In appreciation to the officers of the NCPA and the TMA.

6. That telegrams be sent to Dean and Mrs. Beard, Mr. F. W. Hancock, Mrs. James Bowers, and Mrs. J. Floyd Goodrich, all of whom had contributed much to the success of the Auxiliary and who were unable to be present at the convention.

Mrs. E. A. Brecht, Chapel Hill, War Finance Chairman, reported on the excellent work done by the Auxiliary in the 5th, 6th, 7th, and Victory Loan Drives. She exhibited citations awarded the Auxiliary, and turned them over to the Historian for inclusion in the Scrap Book.

The Nominating Committee with Mrs. Paul B. Bissette of Wilson reporting in the absence of the chairman, Mrs. C. H. Bradford, presented the following slate of officers, which was accepted unanimously: President, Mrs. W. R. Adams, Angier; First Vice-President, Mrs. L. G. Crouch, Asheville; Second Vice-President, Mrs. H. C. Starling, Raleigh; Secretary-Treasurer, Mrs. I. O. Wilkerson, Greensboro; Historian, Mrs. W. A. Gilliam, Winston-Salem: Parliamentarian, Mrs. T. Roy Burgiss, Sparta.

Local Auxiliary reports were heard from Mrs. Lloyd Jarrett, Asheville; Mrs. Joe Monroe, Charlotte; Mrs. Ralph P. Rogers, Durham; Mrs. I. O. Wilkerson, Greensboro; Mrs. C. E. Page, Jr., Henderson; Mrs. H. C. Starling, Raleigh; and Mrs. J. M. Darlington, Winston-Salem. Spokesmen for the three newest clubs, Asheville, Durham, and Henderson, spoke briefly of their plans for the coming year. Checks were received as contributions to the Scholarship Fund as follows:

Charlotte Drug Club Auxiliary	$100.00
Greensboro Auxiliary	85.00
Raleigh Woman's Drug Club	85.00
Winston-Salem Apothecary Club	50.00

This will increase the fund at Chapel Hill substantially.

Mrs. J. C. McGee, Local Chairman in charge of entertainment for the ladies, was introduced, and made announcements pertinent to the entertainment events scheduled.

The officers were installed in a very impressive ceremony which had been written by the president, Mrs. J. C. Jackson. Attractive booklets containing the service were given to the incoming officers.

Mrs. I. W. Rose presented a gift to Mrs. Jackson in appreciation of her splendid achievements during her two years as president. An original poem was read by Mrs. Rose at the presentation.

There being no further business, the Thirteenth Annual Meeting of the Reorganized Woman's Auxiliary was declared adjourned.

THE WOMAN'S AUXILIARY OF THE N.C.P.A.

OFFICERS

MRS. W. R. ADAMS, Angier.....*President*
MRS. L. G. CROUCH, Asheville.....*First Vice-President*
MRS. H. C. STARLING, Raleigh.....*Second Vice-President*
MRS. I. O. WILKERSON, Greensboro.....*Secretary-Treasurer*
MRS. T. ROY BURGISS, Sparta.....*Parliamentarian*
MRS. W. A. GILLIAM, Winston-Salem.....*Historian*

Roll of Members for 1946

Albemarle
Mrs. E. R. Fuller
Mrs. E. L. Kritzer
Mrs. M. B. Phillips

Angier
Mrs. W. R. Adams

Apex
Mrs. A. V. Baucom

Asheboro
Mrs. J. T. Allen

Asheville
Mrs. Q. T. Bilbro
Mrs. B. H. Bishop
Mrs. H. L. Bishop
Mrs. G. E. Brookshire
Mrs. Walter Buhmann
Mrs. M. L. Cable
Mrs. Albert Chandley
Miss Eugenia Crouch
Mrs. L. G. Crouch
Mrs. John A. Goode
Mrs. James W. Harrison
Mrs. Earl R. Houser
Mrs. John Johnson
Mrs. R. J. Johnson
Mrs. B. K. King
Mrs. Ben F. Klein
Mrs. H. R. Laidlaw
Mrs. H. R. Lewis
Mrs. C. A. Lord
Mrs. George Mathews
Mrs. J. C. McGee
Mrs. B. L. Meredith
Mrs. L. B. Mullen
Mrs. Frank Pender
Mrs. B. L. Pinner
Mrs. D. A. Plemmons
Mrs. F. A. Powell
Mrs. Chas. L. Rackley
Mrs. J. M. Radford
Mrs. Earl Raiford
Mrs. C. B. Rhinehardt
Mrs. W. P. Rogers
Mrs. P. D. Rollins
Miss Peggy Ann Royall
Miss Antoinette Salley
Mrs. Moss Salley
Mrs. H. H. Shigley
Mrs. Charles J. Sisk
Miss Betty Steele
Mrs. H. G. Strom
Mrs. M. F. Teague
Mrs. W. P. Wortman
Mrs. Elizabeth Yandle
Mrs. R. E. Young

Aulander
Mrs. Stacy G. Nelson

Ayden
Mrs. S. M. Edwards

Belmont
Mrs. J. L. Robinson

Biltmore
Mrs. Lloyd Jarrett
Miss Mary Ann Jarrett

Black Mountain
Mrs. H. D. Crawford
Mrs. C. C. Uzzell

Brevard
Mrs. Fred Holt
Mrs. Ashe Macfie
Mrs. F. L. Smith
Mrs. E. D. Varner

Burlington
Mrs. C. M. Andrews
Mrs. E. D. Millaway

Burnsville
Mrs. Rowland Glenn
Mrs. Leland Pollard

Canton
Mrs. V. H. Duckett
Miss Inez Hemphill
Mrs. J. O. Hendrix
Mrs. J. Westmoreland

Carrboro
Mrs. L. M. Senter

Chapel Hill
Mrs. J. G. Beard
Mrs. E. A. Brecht
Mrs. H. M. Burlage
Mrs. C. L. Eubanks
Mrs. M. L. Jacobs
Mrs. H. C. McAllister
Mrs. John Rhem
Mrs. I. W. Rose
Mrs. W. J. Smith
Mrs. Ruth H. Strowd
Mrs. J. L. Sutton

Charlotte
Mrs. J. G. Barnette
Mrs. Leslie Barnhardt
Mrs. J. W. Bennick

Grove Park Inn Tea

One of the highlights of the ladies' entertainment was a tea at Grove Park Inn under the sponsorship of the Dr. T. C. Smith Company, Asheville wholesale drug firm.

Shown in the picture on the opposite page, reading left to right, are Mrs. W. A. Gilliam, Winston-Salem; Mrs. H. H. Shigley, Mrs. L. G. Crouch and Mrs. Stacy Smith, Asheville; Mrs. W. R. Adams, Angier; Mrs. J. C. Jackson, Lumberton; Mrs. John Goode, Miss Antoinette Salley and Mrs. J. C. McGee, Asheville, and Mrs. W. J. Smith, Chapel Hill.

Mrs. H. L. Bizzell
Mrs. G. H. Blackmon
Mrs. E. I. Butler
Mrs. J. K. Civil
Mrs. W. F. Craig
Mrs. P. C. Day
Mrs. W. R. Dixon
Mrs. T. N. Edwards
Mrs. H. N. Fairley
Mrs. Wilkins Harden
Mrs. C. T. Harper
Mrs. A. M. Hicks
Mrs. T. L. Jones
Mrs. G. V. Lawrence
Mrs. W. McElveen
Mrs. L. W. Millican
Mrs. Joe Monroe
Mrs. H. A. Niven
Mrs. H. W. Pasko
Mrs. Floyd Potter
Mrs. E. J. Reeves
Mrs. Victor Riggsbee
Mrs. R. C. Russell
Mrs. Walter Scott, Jr.
Mrs. C. H. Smith
Mrs. Lester Smith
Mrs. M. W. Stone
Mrs. P. E. Summers
Mrs. C. P. Suttlemyre
Mrs. F. E. Thomas
Mrs. P. L. Van Every
Mrs. T. E. Whitehead
Mrs. H. W. Wohlford

Cherryville

Mrs. W. H. Houser, Jr.

Clayton

Mrs. J. D. Bain
Mrs. E. T. Beddingfield

Cliffside

Mrs. J. C. Mills

Concord

Mrs. E. L. Hicks
Mrs. Jesse Pike
Mrs. J. W. Pike, Jr.

Cooleemee

Mrs. M. H. Hoyle

Cornelius

Mrs. C. D. Guion

Crossnore

Mrs. W. D. Tennant

Davidson

Mrs. C. S. Goodrum

Dunn

Mrs. Paul C. Hood
Mrs. P. A. Lee

Durham

Mrs. D. L. Boone
Mrs. G. D. Booth
Mrs. Kathleen Cheek
Mrs. Nannie Cheek
Mrs. A. W. Clayton
Miss Hattie L. Dudley
Mrs. J. C. Fox, Jr.
Mrs. J. F. Goodrich
Mrs. G. K. Grantham, Jr.
Mrs. J. C. Harris
Miss Carolina Harward
Mrs. H. L. Kelly
Mrs. Harris King
Mrs. L. J. Loveland
Mrs. A. H. McDonald
Mrs. J. C. McDonald
Mrs. Archie Millis
Mrs. Dewey Mims
Mrs. J. L. Moorhead
Mrs. W. B. Morgan
Mrs. John M. Pickard
Mrs. I. T. Reamer
Mrs. R. P. Rogers
Mrs. B. W. Spencer, Jr.
Mrs. L. S. Sullivan
Mrs. E. S. Swindell
Mrs. J. B. Threatt
Mrs. Geo. Warren
Mrs. R. F. Whitfield
Mrs. Fred J. Williams

Elkin

Mrs. G. E. Royall

Fairmont

Mrs. P. H. Thompson

Franklinton

Mrs. L. W. Henderson
Mrs. W. L. Stone

Fremont

Mrs. W. Y. Whitley

Gastonia

Mrs. H. W. Holmes

Glen Alpine

Mrs. H. F. Bobbitt

Goldsboro

Mrs. T. R. Robinson

Greensboro

Mrs. J. H. Best
Mrs. C. H. Bradford
Mrs. C. V. Cagle
Mrs. J. M. Cates, Jr.
Mrs. D. E. Compton
Mrs. T. G. Crutchfield
Mrs. J. L. Davis
Mrs. C. C. Fordham
Mrs. S. T. Forrest
Mrs. Dewey Groome
Mrs. Betty T. Hayes
Mrs. D. F. Hayes
Mrs. P. A. Hayes
Mrs. Allison James
Mrs. S. L. Jones
Mrs. W. V. Joyce
Mrs. C. J. Kee
Mrs. M. C. McNeely
Mrs. L. P. Mayrand
Mrs. M. G. Morris
Mrs. N. B. Moury
Mrs. E. T. Pierce
Mrs. A. G. Poindexter
Mrs. Rufus Russell
Mrs. D. L. Shreve
Mrs. F. B. Singletary
Mrs. V. F. Smith
Mrs. James W. Sykes
Mrs. Ralph J. Sykes
Mrs. L. A. Thomas
Mrs. O. C. Trogdon
Mrs. J. W. Tyson
Mrs. J. T. Usher
Mrs. J. W. Valentine
Mrs. H. W. VanHorn
Mrs. W. E. Wagner
Mrs. T. B. Waugh
Mrs. Roland Whiteley
Mrs. R. F. Whitley
Mrs. I. O. Wilkerson
Mrs. E. B. Williams
Miss Laurel Williams
Mrs. I. L. Zuckerman

Greenville

Mrs. W. C. Hollowell

Hamlet

Mrs. L. L. Holland

Henderson

Mrs. D. D. Hocutt
Mrs. M. C. Miles
Mrs. C. E. Page, Jr.
Mrs. C. E. Page, Sr.
Mrs. W. W. Parker, Jr.
Mrs. W. W. Parker, Sr.
Mrs. J. G. Tolson
Mrs. C. B. White
Mrs. H. V. White

Hendersonville

Mrs. Harold Moore
Mrs. J. R. Whitley
Mrs. W. B. Wilson

Hickory

Mrs. W. R. McDonald, Jr.
Mrs. James O'Daniel

High Point

Miss Betsy Anderson
Mrs. E. R. Anderson
Mrs. W. B. Harris
Mrs. C. A. Ring, Jr.

Kings Mountain

Mrs. C. D. Blanton

Kinston

Mrs. J. C. Hood
Miss Marsha Hood
Miss Mozell McCall
Mrs. H. C. Suddreth

Lenior

Mrs. J. G. Ballew
Miss Mary Frances Ballew
Mrs. E. P. Crawford

Lumberton

Mrs. J. A. Betts
Mrs. Victor Bond
Mrs. J. E. Bryan
Mrs. R. A. Hedgpeth, Jr.
Mrs. J. C. Jackson
Mrs. J. E. Johnson
Mrs. Lacy McKenzie
Mrs. B. F. McMillan
Mrs. Alton Prevatt
Mrs. G. E. Rancke
Mrs. J. E. Turlington

Madison

Mrs. J. R. Hughes
Mrs. J. A. Underhill

Marion

Mrs. G. S. Kirby
Mrs. Dean Tainter

Mocksville

Mrs. W. R. Wilkins

Morganton

Mrs. W. P. Phillips
Mrs. Y. E. Spake
Mrs. I. C. Whiteley

Mount Holly

Mrs. T. M. Holland

Mount Pleasant

Mrs. Hoy A. Moose
Mrs. W. Lee Moose

Newland

Miss Martha Guy

Oxford

Mrs. C. H. Hunt
Mrs. J. F. Lyon

Princeton

Mrs. Paul Woodard

Raleigh

Mrs. B. D. Arnold
Mrs. Arthur Baugh
Mrs. R. I. Blackwell
Mrs. John Brantley, Sr.
Mrs. John Brantley, Jr.
Mrs. Zola Breg
Mrs. J. R. Brockwell
Mrs. John Buffaloe
Mrs. W. A. Burwell
Mrs. J. C. Chappel
Mrs. E. P. Crabtree
Mrs. Gilbert Crabtree
Mrs. T. J. Creegan, Jr.
Mrs. R. I. Cromley
Mrs. O. G. Daniels
Mrs. W. H. DeLoach
Mrs. M. E. Dizor
Mrs. C. N. Dodd
Mrs. O. G. Duke
Mrs. O. C. Edwards
Mrs. Thelma Emory
Mrs. Joe Estes
Mrs. H. J. Farnsworth
Mrs. John Ferguson
Mrs. W. C. File
Mrs. Neal Fletcher
Mrs. Kenneth Franklin
Mrs. S. M. Frisbee
Mrs. P. Fullenwider
Mrs. J. B. Gaither
Mrs. H. I. Gattis
Mrs. P. D. Gattis
Mrs. R. E. Graham
Mrs. J. W. Harrell
Mrs. R. W. Hunter
Mrs. D. H. Johnson
Mrs. T. H. Johnson
Mrs. W. L. Johnson
Mrs. W. R. Johnson
Mrs. Earle Jones
Mrs. D. L. Jordan
Mrs. E. K. Keith
Mrs. J. D. Kilgore
Mrs. K. A. Kirby
Mrs. A. B. Kirkpatrick
Miss Eva Langston
Mrs. A. J. Larkin
Miss Edith J. Laughlin
Mrs. A. L. McLean
Mrs. Sam N. Mann
Mrs. W. F. Matthews, Jr.
Mrs. M. B. Melvin
Mrs. R. H. Mitchell
Mrs. Harry Montgomery
Mrs. J. M. Moore
Mrs. J. E. Murdock
Mrs. J. F. Neely
Miss Evelyn Newsom
Mrs. B. F. Page
Mrs. Frank Peacock
Mrs. W. D. Pearce
Mrs. T. E. Pittman
Mrs. J. R. Pointer
Mrs. A. D. Pollard
Mrs. H. G. Price
Mrs. T. R. Rand
Mrs. H. G. Russell
Mrs. W. M. Shelton
Mrs. H. J. Singleton
Mrs. J. D. Smith
Miss Mary Closs Spell
Mrs. H. C. Starling
Mrs. N. T. Taylor
Mrs. E. J. Temple
Mrs. Travis Tomlinson
Mrs. G. O. Tripp
Mrs. J. C. Warren
Mrs. Julian White
Mrs. E. W. Yates

Rockwell

Mrs. M. R. Barnhardt

Rocky Mount

Mrs. J. S. Pierce

Roseboro

Mrs. W. L. West

Roxboro

Mrs. S. A. Jones
Mrs. E. E. Thomas

Sanford

Mrs. G. G. Buchanan
Mrs. E. F. Rimmer
Mrs. J. A. Terrell, Jr.

Shelby

Mrs. B. N. Austin
Mrs. J. A. Suttle, Jr.
Mrs. J. A. Suttle, Sr.
Mrs. T. P. Webb, Jr.

Sparta

Mrs. T. R. Burgiss

Statesville

Mrs. R. T. Holmes

Swannanoa

Mrs. W. A. Ward

Tabor City

Mrs. L. W. Jenkins

Valdese

Mrs. L. R. Burris

Wadesboro

Mrs. G. E. Andes
Mrs. R. P. Lyon

Warrenton

Mrs. Alpheus Jones

Washington

Mrs. J. P. Tunstall

Waynesville

Mrs. J. L. Cobb

Weaverville

Mrs. Herschel Roberts

Wendell

Mrs. W. R. Nowell
Miss Nettie Turnage

Whiteville

Mrs. H. R. Simmons

Wilson

Mrs. Paul B. Bissette

Windsor

Mrs. W. B. Gurley
Mrs. E. S. Pugh

Winston-Salem

Mrs. J. P. Andrews
Mrs. H. K. Barrow
Mrs. Leon Cahill
Mrs. J. H. Causey
Mrs. Annie B. Cooksey
Mrs. J. M. Darlington
Mrs. A. L. Fishel
Mrs. W. A. Gilliam
Mrs. Martin Gunby
Mrs. G. W. Hart

Mrs. G. C. Hartis
Mrs. Anna James
Mrs. Leon Kimball
Mrs. L. C. Lewis
Miss Sara McPhail
Mrs. E. W. O'Hanlon
Mrs. J. C. Powell
Mrs. Gladys Priddy
Mrs. C. F. Ridenhour
Mrs. E. W. Rollins
Mrs. A. J. Strum
Mrs. John Tilley
Mrs. R. B. Tilley
Mrs. J. W. Ward
Mrs. B. G. Warren
Mrs. H. P. Watson
Mrs. J. A. Way
Mrs. Frank West
Mrs. S. E. Welfare
Mrs. C. R. Wheeler
Mrs. M. V. Williams

Yanceyville

Mrs. T. J. Ham, Jr.

Zebulon

Mrs. E. C. Daniel

Out of State

Miss Sarah Wallace, Spartanburg, S. C.
Mrs. R. C. Scharff, Norfolk, Va.
Mrs. G. M. Bowers, Richmond, Va.

No address given:

Mrs. H. C. Whims
Mrs. Lucy York
Miss Elizabeth Egerton
Mrs. C. E. Harnden
Miss Esther Harris
Miss Lorraine Mladic

Convention Snapshots

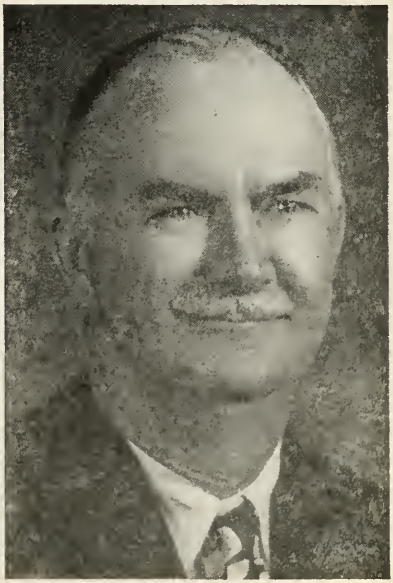
N. C. P. A. officials look on while E. C. Daniel, third from left, officially assumes the presidency of the Association from Wade A. Gilliam, second from left. T. R. Burgiss, Sparta, first vice-president, and W. J. Smith, Chapel Hill, Association secretary, witness the event.

Center: B. L. Meredith, Entertainment Chairman, reads a message at the T.M.A. party; Governor Cherry, shown center at microphone, used "public health" as the theme of his convention talk. Wade Gilliam is the Governor's interested listener.

Members of the Asheville Drug Club entertained during the T.M.A. party with a "Stage Revue"—the "line" is shown in the bottom photo. Albert Chandley, with hands on hips and cigar in mouth, looks the situation over.

Local Secretaries, 66th Annual Convention

MRS. J. C. MCGEE



FRANK H. PENDER

1946-1947

TRAVELING MEN'S AUXILARY

OF

THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers

Joe L. Wear, Charlotte.....*President*
F. F. Potter, Charlotte.....*Vice-President*
J. Floyd Goodrich, Durham
Secretary-Treasurer
Miss Hattie L. Dudley, Durham
Asst. Secretary-Treasurer

Board of Governors

M. G. Morris, Greensboro.....Five Years
J. M. Darlington, Winston-Salem
Four Years
L. J. Loveland, Durham.....Three Years
N. B. Moury, Greensboro.....Two Years
C. H. Smith, Charlotte.....One Year

There meets every year one of the finest groups of men in the drug business. One cannot conceive a more active and enthusiastic organization. Each member seems to have a personal responsibility to disseminate good fellowship. This organization is the thirty-two year old Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association.

The TMA includes in its membership the nucleus of men who call on the drug trade. The druggist who will pause for a minute and examine the roster of membership of this worthy group will recognize many men, representing the outstanding pharmaceutical and associated drug companies, who call on him from day to day. Many of these men he will number among his closest friends. With others he has not become so well acquainted. We strongly urge the druggist to become acquainted with these men and rely upon them. They will more than repay his friendship.

Much of the organization and entertainment incident to the annual convention of the North Carolina Pharmaceutical Association is handled through this talented group. We all recall with a smile the show put on by the TMA in Asheville this year, in which a number of the very dignified Asheville druggists shed their dignity and donned dresses to perform a dance under the direction of TMA Entertainment Chairman, B. L. Meredith.

If you were to ask any member what the purpose of the Auxiliary is, you would receive an answer in one word, "Fellowship." These men take a genuine pride in their associations as fellow drug travelers, and in their common interest in maintaining the high ethics of drug store selling. TMA plays an important role in the lives of these men. Many lasting friendships are formed through the TMA.

The TMA has built an enviable reputation itself as an aggressive service organization where primary purpose is to be helpful to any movement which is for the benefit of the drug industry. Whether it be entertainment for the annual meeting, or support of the Association's Institute of Pharmacy, the School of Pharmacy, etc., the TMA has always entered wholeheartedly into every movement that is planned.

Every traveling representative in The Tar Heel State is cordially invited to become an active member of the Traveling Men's Auxiliary of the NCPA, provided he calls on the retail drug trade. If your name does not appear in the list of members, you may obtain membership details by writing to: J. Floyd Goodrich, B. C. Remedy Company, Durham, N. C.

T. M. A. Officials

Officials of the Traveling Men's Auxiliary pictured on the opposite page are, left to right, first row: M. G. Morris, Greensboro; J. Floyd Goodrich, Durham; Miss Hattie Leigh Dudley, Durham and N. B. Moury, Greensboro.

Second row, left to right: C. H. Smith, Joe L. Wear and J. W. Bennick, Charlotte; L. J. Loveland, Durham and J. M. Darlington, Winston-Salem.

1946-47 ROSTER

Abbott Laboratories.....W. Lawrence Jones, 1106 Richardson St., Greensboro
Abbott Laboratories.....F. A. Powell, 90 N. Griffin Bldv., Asheville
Abbott Laboratories.....F. A. Stovall, 2314 Wilson St., Durham
Abbott Laboratories.....R. E. Vaden, 2732-F Jefferson St., Wilmington
American Greeting Publishers, Inc.....E. C. Yarbrough, Box 129, Salisbury
American Safety Razor Co.....I. Ferster, 2511 Crescent Ext., Charlotte
Andrew-Jergens Company.....P. C. Day, 106 Providence Road, Charlotte
Andrew-Jergens Company.....Ben F. Eagle, Jr., 113 Whitehead Avenue, Wilson
Andrew-Jergens Company.....C. E. Gregg, 116 S. Van Buren St., Wilmington
Andrew-Jergens Company.....M. C. Hutchins, 3516 Eastway Drive, Charlotte
Andrew-Jergens Company.....B. S. Margileth, 1815 Washington Street, Durham
Andrew-Jergens Company.....W. M. Tillotson, 403 Cox Ave., Thomasville
Armour Laboratories.....L. E. Barnhardt, 1517 Waverly Ave., Charlotte
Armour Laboratories.....J. B. Gardner, 105½ Cumberland Circle, Asheville
Armstrong Cork Company.....W. W. Pedrick, 50 N. W. End Avenue, Lancaster, Pa
Armstrong Cork Company.....R. E. Thompson, 424 W. Peachtree St., Atlanta, Ga.
Associated Manufacturers, Inc.....W. H. Hamilton, 2230 Olive, St. Louis, Mo.

Bauer & Black Company.....W. R. Dixon, 1405 E. Boulevard, Charlotte
Bauer & Black Company.....Neal E. Fletcher, 902 Canterbury Road, Raleigh
Bauer & Black Company.....W. O. Lindholm, 20 E. Shadowlawn, N.E., Atlanta, Ga.
B. C. Remedy Company.....L. P. Bullock, Jr., 36 Colonial Apt., Wilson
B. C. Remedy Company.....A. G. Cox, c/o Company, Durham
B. C. Remedy Company.....J. Floyd Goodrich, c/o Company, Durham
B. C. Remedy Company.....L. J. Loveland, c/o Company, Durham
B. C. Remedy Company.....W. W. Morton, c/o Company, Durham
B. C. Remedy Company.....G. R. Newman, 401 Mary St., Bristol, Va.
B. C. Remedy Company.....E. C. Tilley, c/o Company, Durham
B. C. Remedy Company.....W. W. Wall, 211 E. Blvd., Charlotte
R. R. Bellamy & Company.....W. B. Lennon, 222 Lake Forest Parkway, Wilmington
R. R. Bellamy & Company.....V. L. Toms, No. 3 S. Fourth St., Wilmington
Biltmore Dairies.....C. R. Allison, c/o Company, Hickory
Biltmore Dairies.....F. M. Woody, c/o Biltmore Dairy Farms, Biltmore
Birmingham Paper Company.....J. H. Franklin, Addison Apts., 831 Morehead, Charlotte
Bodeker Drug Company.....G. F. Franck, c/o Company, Richmond, Va.
Bodeker Drug Company.....W. S. Gibson, Box 407, Goldsboro
Bodeker Drug Company.....R. W. Lowe, Chester, Va.
Bodeker Drug Company.....H. F. Miller, c/o Company, Richmond, Va.
Bowman Gum Company.....C. W. Brown, Box 473, Conway, S. C.
George A. Breon & Company.....W. C. Lewis, Kenly
Bristol-Myers Company.....T. Gaines Slaughter, c/o Hotel Charlotte, Charlotte
Burroughs Wellcome.....H. W. Allen, Jefferson Hotel, Columbia, S. C.
Burroughs Wellcome.....W. H. Davis, 9 E. 41st St., New York, N. Y.
Burwell & Dunn.....S. A. Beaty, c/o Company, Charlotte
Burwell & Dunn.....L. S. Brown, Box 246, Hamlet
Burwell & Dunn.....M. J. Dean, c/o Company, Charlotte
Burwell & Dunn.....S. P. Hall, c/o Company, Charlotte
Burwell & Dunn.....Claude A. Holly, Box 466, Lincolnton
Burwell & Dunn.....R. C. Russell, c/o Company, Charlotte
Burwell & Dunn.....L. C. Smith, 2244 Crescent Ave., Charlotte
Edwin I. Butler Company.....E. I. Butler, c/o Company, Charlotte

Capudine Chemical Company.....E. W. Yates, c/o Company, Raleigh
Carley Company.....Fred Atkinson, Mecklenburg Hotel, Charlotte
Carroll-Dunham-Smith
Pharmacal Company.....L. C. Derrick, 407 W. Greenway, Greensboro
Cenlure Company.....W. J. Wilson, Box 265, Mocksville
Chattanooga Medicine Co.....J. W. Neal, Box 1261, Southern Pines
Cliff-Wiel Company.....T. J. Creegan. Jr., 222 Pace Street, Raleigh
Clover Brand Dairies.....H M. Ridge, Jr., c/o Company, High Point
Clover Brand Dairies.....J. R. Willis, c/o Company, High Point
Coca-Cola Company.....H. M. Doll, 618 Clairmont Ave., Decatur, Ga.
Coca-Cola Company.....L. C. Fitzgerald, Box 2100, Greensboro
Coca-Cola Company.....S. C. Foster, c/o Company, Atlanta, Ga.
Coca-Cola Company.....F. C. Handy, Jr., T-4 Country Club Homes, Raleigh

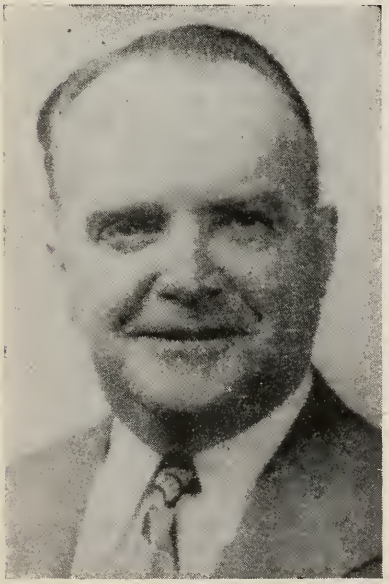
Coca-Cola Company	W. H. Maxwell, Box 2100, Greensboro
Colgate-Palmolive-Peet Co.	Raymond Cobb, 100 Altondale Rd., Charlotte
Colgate-Palmolive-Peet Co.	E. H. Hemmle, 540 Hurt Bldg., Atlanta, Ga.
Colgate-Palmolive-Peet Co.	D. S. Morris. 478 Avalon Road, Winston-Salem
Colgate-Palmolive-Peet Co.	H. J. Singleton, P-1-A Cameron Court Apts., Raleigh
E. C. Dewitt Company	S. O. Bailey, Ecker Apts. B-8, High Point
Dixie Cup Company	W. H. Crossland, 610 Willard Place, Raleigh
Dixie Cup Company	Brad Malone, Box 5306, Raleigh
Dixie-Vortex Company	C. L. Roetschi, Box 1927, Raleigh
Dixie-Vortex Company	P. E. Summers, 1206 Myrtle Drive, Charlotte
Drug Package Company	C. H. Smith, Box 1001, Charlotte
Empire Leather Goods Co.	J. E. Bickley, Sr., 712 Louise Avenue, Charlotte
Endo Products Company	E. C. Brown, 63 Buchanan Ave., Asheville
Endo Products Company	H. H. Leonard, 1317 Greenway Drive, High Point
F. W. Fitch Company	E. E. Bengston, 1046 Kentucky Ave., Atlanta, Ga.
F. W. Fitch Company	R. L. McWilliams, 1195 Candler, Decatur, Ga.
Foremost Dairies	H. W. Lambert, 1308 E. 7th St., Charlotte
Foremost Dairies	J. E. Ward, 3129 Commonwealth Ave., Charlotte
Geer Drug Company	J. A. Ridley, Box 235, Gaffney, S. C.
Henry B. Gilpin Company	J. W. Roberts, 133 W. Main St., Norfolk, Va.
Goody's, Ltd.	G. A. Hartseli, 623 Maupin Ave., Salisbury
Hart Drug Company	R. W. Collette, Mocksville
Chas. C. Haskell & Co.	F. S. Goodrum, 110 S. Mendenhall St., Greensboro
Hoffman-LaRoche, Inc.	H. L. Drye, 11604 Parkwood, Charlotte
Holliday House	C. F. Holliday, Box 6063, West Asheville
Hollingsworth Candy Co.	H. L. Hitchcock, Box 2239, Winston-Salem
Richard Hudnut Co.	Joe L. Wear, Box 2101, Charlotte
H. B. Hunter Company	M. W. Stone, Box 703, Charlotte
International Cellulose Company	J. T. Trotter, 1039 Arosa Ave., Charlotte
Inter-Ocean Casualty Co.	Lucas Abels, 609 W. Gaston St., Greensboro
Inter-Ocean Casualty Co.	R. J. Golden, 308 Country Club Drive, Greensboro
Inter-Ocean Casualty Co.	F. W. Sarles, Box 1048, Greensboro
Johnson & Johnson	O. G. Duke, 1303 Canterbury Rd., Raleigh
Justice Drug Company	D. E. Compton, c/o Company, Greensboro
Justice Drug Company	J. L. Davis, c/o Company, Greensboro
Justice Drug Company	L. R. Davis, c/o Company, Greensboro
Justice Drug Company	D. F. Hayes, c/c Company, Greensboro
Justice Drug Company	P. A. Hayes, c/o Company, Greensboro
Justice Drug Company	D. L. Shreve, c/o Company, Greensboro
Justice Drug Company	T. S. Simpson, c/o Company, Greensboro
Justice Drug Company	L. A. Thomas, c/o Company, Greensboro
Justice Drug Company	T. B. Waugh, c/o Company, Greensboro
Kendall Medicine Co.	C. R. Hamrick, c/o Company, Shelby
W. H. King Drug Company	R. L. Alpine, 2318 Byrd Street, Raleigh
W. H. King Drug Company	Wm. R. Boyle, 1910 Carroll St., Raleigh
W. H. King Drug Company	Raymond Brockwell, 409 Calvin Road, Raleigh
W. H. King Drug Company	J. B. Coppedge, c/o Company, Raleigh
W. H. King Drug Company	J. W. Coppedge, c/o Company, Raleigh
W. H. King Drug Company	W. H. DeLoache, 409 N. Bloodworth St., Raleigh
W. H. King Drug Company	J. A. Earley, c/o Company, Raleigh
W. H. King Drug Company	R. W. Hunter, 2201 Fairview Road, Raleigh
W. H. King Drug Company	Earle Jones, 2607 Lockmoor Drive, Raleigh
W. H. King Drug Company	H. H. Montgomery, 1717 Park Avenue, Raleigh
W. H. King Drug Company	J. M. Moore, 506 Harding St., Raleigh
W. H. King Drug Company	F. D. Peacock, 1218 Filmore St., Raleigh
W. H. King Drug Company	H. C. Starling, c/o Company, Raleigh
W. H. King Drug Company	F. J. Williams, 1302 Broad St., Durham
W. H. King Drug Company	F. J. Williams, Jr., 1302 Broad St., Durham
Knox Glass Associates	S. R. Owens, 16 S. 17th St., Richmond, Va.

Lambert Pharmacal Co.	H. H. Mays, 1004 River Drive, Apt. A, Newport News, Va.
Lamont-Corliss Co.	C. G. Barber, 1819 Devine St., Columbia, S. C.
Lance, Inc.	Theron Brown, c/o Company, Charlotte
Lance, Inc.	T. G. Linberger, c/o Company, Charlotte
Lance, Inc.	Fred McPherson, No. 2 Phillips Lane, Greenville, S. C.
Lance, Inc.	P. L. VanEvery, c/o Company, Charlotte
Lederle Laboratories, Inc.	J. D. Smith, Cameron Court Apts. D-2-B, Raleigh
Lehn & Fink Products	F. F. Potter, R.F.D. No. 3, Charlotte
Eli Lilly Co.	K. T. Boatwright, 19 W. Lockland, Richmond, Va.
Eli Lilly Co.	W. A. Burwell, 115 Hudson Street, Raleigh
Eli Lilly Co.	M. F. Teague, No. 1 Norwood Ave., Asheville
Lily-Tulip Cup Corp.	J. D. Pearce, 404 N. Mendenhall St., Greensboro
Lily-Tulip Cup Corp.	R. C. NeSmith, Box 81, Wilmington
Lily-Tulip Cup Corp.	W. A. Rigsby, 109 Glen Circle, Decatur, Ga.
Lily-Tulip Cup Corp.	Dan Wheeler, 1301 Queens Road, W., Charlotte
Magnus, Mabee & Reynard	J. W. Felton, Box 316, Knoxville, Tenn.
Major Cola & Anti-Skipper Compound	Geo. A. Warren, 1014 Burch Ave., Durham
Mallinckrodt Chemical Co.	R. L. White, 715 Myrtle Drive, Rock Hill, S. C.
Manufacturers Agent	W. H. Torrence, Box 4086, Charlotte
Maola Ice Cream Co.	H. L. Barnes, c/o Company, New Bern
S. E. Massengill Co.	Herbert Taylor, Williamston
S. E. Massengill Co.	J. C. Woodard, 214 Lindsay St., High Point
J. M. Mathes Company	R. F. Whitfield, 1313 Watts St., Durham
McCourt Label Cabinet Co.	R. M. Crosson, Box 475, Columbia, S. C.
Alfred D. McKevly Co.	H. C. Hochstetter, 10 Rockefeller Plaza, N. Y.
Alfred D. McKevly Co.	J. H. Knight, 10 Rockefeller Plaza, N. Y.
Mead Johnson & Co.	J. H. Austin, 2519 Providence Rd., Charlotte
Merck & Co.	C. E. Davis, 801 N. Washington St., Shelby
Wm. S. Merrell Co.	W. F. Matthews, 2309 Kenmoor Drive, Raleigh
Miles Laboratories	L. G. Murray, 530 Dogwood Ave., Columbia, S .C.
Miles Laboratories	G. F. Pickett, c/o Mayfair Hotel, Charlotte
A. B. Morgan Fixture Co.	A. B. Morgan, 307 W. Worthington Ave., Charlotte
A. B. Morgan Fixture Co.	J. F. Williamson, 307 W. Worthington Ave., Charlotte
Nashua Package Sealing Co.	J. W. Valentine, 3310 Starmount Drive, Greensboro
Nix, Inc.	T. A. Rawson, 22 Mt. Vernon Place, Asheville
Norris Candy Company	A. J. Schlirf, 2947 Bon Air Ave., Winston-Salem
Garland C. Norris Co.	J. F. Neely, Wilmont Apt. 6A, Raleigh
Norwich Chemical Co.	P. D. White, c/o Mecklenburg Hotel, Charlotte
Norwich Pharmacal Co.	J. E. Treadwell, Box 205, Raleigh
Nunnally's Candy Co.	R. S. Everett, 1101 E. Morehead St., Charlotte
Nunnally's Candy Co.	J. F. Fiske, c/o Company, Augusta, Ga.
The Nyal Company	W. McElveen, 1337 Morehead Ave., Charlotte
O'Hanlon-Watson Drug Co.	J. H. Ball, c/o Company, Winston-Salem
O'Hanlon-Watson Drug Co.	J. M. Darlington, c/o Company, Winston-Salem
O'Hanlon-Watson Drug Co.	I. H. Rider, c/o Company, Winston-Salem
O'Hanlon-Watson Drug Co.	S. P. Smith, c/o Company, Winston-Salem
O'Hanlon-Watson Drug Co.	J. W. Ward, c/o Company, Winston-Salem
Old Dominion Candies	C. J. Marechal, R.F.D. No. 4, Box 44, Roanoke, Va.
Owen Drug Co.	C. A. Lingle, c/o Company, Salisbury
Owen Drug Co.	C. C. Owen, c/o Company, Salisbury
Owen Drug Co.	T. M. Patterson, c/o Company, Salisbury
Owen Drug Co.	M. G. Ramsay, c/o Company, Salisbury
Owen-Illinois Glass Co.	S. M. Edwards, 610 Liberty Life Bldg., Charlotte
Owens-Minor Drug Co.	L. B. Allen, Box 227, Roanoke Rapids
Owens-Minor Drug Co.	Gamble Bowers, c/o Company, Richmond, Va.
Owens-Minor Drug Co.	J. B. Bowers, c/o Company, Richmond, Va.
Owens-Minor Drug Co.	Curtis Nottingham, Box 1117, Rocky Mount
Pangburn Co.	W. A. Adams, Austin, Texas
Pangburn Co.	A. D. Pollard, Box 6127, Raleigh
Parke, Davis & Co.	G. G. Buchanan, Box 826, Sanford
Parke, Davis & Co.	G. C. Harris, 24 Gloria Ave., Winston-Salem
Parke, Davis & Co.	R. D. Heist, 1610 Queens Road, Charlotte
Parke, Davis & Co.	W. L. Johnson, c/o Company, Baltimore, Md.

Parke, Davis & Co.	J. G. Vicks, Box 841, Wilson
Parke, Davis & Co.	B. H. Wolfe, Box 1037, Burlington
Parker Pen Company	H. W. Pasko, 2300 Roswell Ave., Charlotte
Peabody Drug Co.	C. T. Byerly, 2315 Sprunt St., Durham
Peabody Drug Co.	L. P. Miller, c/o Company, Durham
Peabody Drug Co.	J. A. Weatherford, c/o Company, Durham
The Penslar Co.	A. R. Cross, 1204 N. Fairwater Dr., Norfolk, Va.
Pepsodent, Lever Bros.	H. D. Sanford, 614 Brooks Ave., Raleigh
Personal Products	Olen G. Corbett, 13 Colonial Village, Columbia, S. C.
Pet Dairy Products Co.	M. D. Boone, 119 Burke St., Winston-Salem
Pictorial Paper Co.	W. B. Lyon, 208½ Isabel St., Greensboro
Pine State Creamery Co.	J. D. Kilgore, c/o Company, Raleigh
Pine State Creamery Co.	S. N. Mann, c/o Company, Raleigh
Raleigh Pharmacal Co.	Jack Amram, c/o Company, Raleigh
Ray-O-Vac Company	E. A. Saunders, 1038 Sterick Bldg., Memphis, Tenn.
Ray-O-Vac Company	G. A. Shipley, 1038 Sterick Bldg., Memphis, Tenn.
E. B. Read & Sons Co.	J. G. Barnette, 1923 Lombardy Circle, Charlotte
Retonga Medicine Co.	John Alexander, 161 Spring St., Atlanta, Ga.
Julius Schmid, Inc.	Joe E. Mock, 2712 Griffin Ave., Richmond, Va.
Scott Drug Co.	W. M. Ardrey, c/o Company, Charlotte
Scott Drug Co.	J. W. Bennick, c/o Company, Charlotte
Scott Drug Co.	R. C. Cagle, Box 245, Rockingham
Scott Drug Co.	J. L. Fesperman, c/o Company, Charlotte
Scott Drug Co.	T. E. Helms, c/o Company, Charlotte
Scott Drug Co.	A. S. McCord, c/o Company, Charlotte
Scott Drug Co.	Walter Scott, c/o Company, Charlotte
Searle & Co.	F. G. Coble, 901 Fairmont St., Greensboro
Searle & Co.	V. F. Smith, Box 312, Greensboro
Seven-Up Bottling Co.	O. N. Hahn, c/o Company, Asheville
Sharpe & Dohme	W. H. Kilpatrick, Wake Forest
Sharpe & Dohme	H. K. Mundorf, 1301 Cathedral, Baltimore, Md.
Sharpe & Dohme	W. P. Rogers, 27 Farrwood Ave., Asheville
Sheaffer Pen Co.	H. J. Farnsworth, c/o Sir Walter Hotel, Raleigh
Dr. T. C. Smith Drug Co.	W. C. Braman, c/o Company, Asheville
Dr. T. C. Smith Drug Co.	Earl Houser, 651 Lakeshore Drive, Asheville
Dr. T. C. Smith Drug Co.	M. E. Phillips, 5 Mildred Apts., Asheville
Dr. T. C. Smith Drug Co.	Stacy Smith, c/o Company, Asheville
Southern Dairies	Luke Blackmer, c/o Company, Charlotte
Southern Dairies	H. T. Collins, c/o Company, Albemarle
Southern Dairies	J. D. Hofler, Annandale Ave., Asheville
Southern Dairies	Leon Kimball, c/o Company, Winston-Salem
Southern Dairies	E. L. Kivette, c/o Company, Burlington
Southern Dairies	W. S. Obenshain, c/o Company, Charlotte
Southern Dairies	C. L. Rackley, Bear Creek Road, Asheville
Southern Dairies	T. C. Reed, c/o Company, Greensboro
Southern Dairies	E. G. Rufty, c/o Company, Salisbury
Southern Dairies	R. E. Tucker, c/o Company, Charlotte
Southern Dairies	Bruce Wingate, c/o Company, Charlotte
E. R. Squibb & Sons	J. W. Harrell, 1917 Sunset Drive, Raleigh
E. R. Squibb & Sons	Rease Inge, 492 Peachtree St., Atlanta, Ga.
E. R. Squibb & Sons	B. L. Meredith, 137 Norwood Ave., Asheville
E. R. Squibb & Sons	M. G. Morris, 315 Isabel St., Greensboro
E. R. Squibb & Sons	J. J. Toohy, 7145 5th Ave., New York, N. Y.
Standard Laboratories	M. L. Robertson, 5502 Queensbury Road, Richmond, Va.
Stanley-Knight Corp.	B. P. Abrams, Box 1571, Savannah, Ga.
Stanley-Knight Corp.	O. A. Berryhill, 715 Louise Ave., Charlotte
R. J. Strasenburgh Co.	F. S. Cooper, 2401 Walker Ave., Greensboro
The Tilden Company	Walter Druen, 860 Victoria Ave., Lynchburg, Va.
Tinacide Company	O. C. Edwards, Edwards Drug Co., Raleigh
United Drug Co.	L. H. Bogle, Box 358, Louisville, Ky.
United Drug Co.	C. R. Foster, 444 Nottingham Rd., Sherwood Forest, Roanoke, Va.
United Drug Co.	Sam G. Hickman, Box 240, Smithfield

Upjohn Co.	F. L. Furr, 2305 Englewood Ave., Durham
Upjohn Co.	H. W. Holmes, Box 342, Gastonia
Upjohn Co.	R. E. Hunter. 334 Circle Ave., Charlotte
Upjohn Co.	H. P. Moore, Box 1015, Hendersonville
Upjohn Co.	C. T. Woodward, Box 633, Greensboro
Upjohn Co.	W. P. Wortman, Box 707, Asheville
The Wampole Co.	N. B. Moury, Box 885, Greensboro
Weco Products Co.	G. E. Cory, 1254 Westover Terrace, Greensboro
White Dairy Products	Geo. L. H. White, c/o Company, Raleigh
White Laboratories, Inc.	C. D. Andrews, 621 S. Mendenhall St., Greensboro
Winthrop Chemical Co.	H. E. Henriksen, 104 Colville Road, Charlotte
Winthrop Chemical Co.	H. L. Sirmans, University Apts., Durham
Wyeth, Inc.	P. W. Miller, 713 W. Council St., Salisbury
Wyeth, Inc.	W. D. Pearce, 210 Pogue St., Raleigh
Wyeth, Inc.	H. C. Walters, Box 2737, Greensboro
Wyeth, Inc.	Wm. "Bill" White, Box 27, Taylorsville
Yager Liniment	R. M. Hobgood, 107 E. Markham Ave., Durham
Yardley	H. D. Vail, Box 2063, Charlotte
Young Rubber Co.	A. G. Stewart, Carolina Hotel, Raleigh
(Life Member)	J. R. Brownie, 836 Bainbridge, S. Norfolk, Va.
(No Company)	J. L. Sisk, Box 385, Swannanoa

T. M. A. OFFICIALS



JOE L. WEAR, Charlotte
President

J. FLOYD GOODRICH, Durham
Secretary-Treasurer

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1946-1947

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

I. T. REAMER, Durham.....Term expires April 28, 1947
R. A. MCDUFFIE, Greensboro.....Term expires April 28, 1948
H. C. MCALLISTER, Chapel Hill.....Term expires April 28, 1949
J. G. BALLEW, Lenoir.....Term expires April 28, 1950
W. A. GILLIAM, Winston-Salem.....Term expires April 28, 1951

PRESIDENT

J. G. BALLEW.....Lenoir

SECRETARY-TREASURER

H. C. MCALLISTER.....Chapel Hill

ATTORNEY

F. O. BOWMAN.....Chapel Hill

ADVISOR

F. W. HANCOCK.....Oxford

SIXTY-FIFTH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Chapel Hill, N. C.,
May 1, 1946.

To His Excellency,
Governor R. Gregg Cherry,
Raleigh, N. C.

SIR:

In compliance with Section 90-57 of the General Statutes of North Carolina, I have the honor to submit to your Excellency and the North Carolina Pharmaceutical Association a report of the proceedings of the North Carolina Board of Pharmacy for the eleven months period ending April 30, 1946.

MEETINGS

During the year four meetings of the Board were held, two at Chapel Hill, one at Greensboro, and one at Asheville. The dates of the meetings were as follows:

Greensboro, July 3, 1945
Chapel Hill, September 3, 4, 5, 1945
Chapel Hill, March 25, 26, and 27, 1946
Asheville, April 14, 1946.

EXAMINATIONS

Two examinations were held during the year, September 3, 4, 5, and 6, 1945 and March 25, 26, and 27, 1946. Both were held in Howell Hall of Pharmacy, Chapel Hill, N. C. The following candidates were successful in the September examination and were licensed and registered.

GRADUATES IN PHARMACY

Eight (8) in Number

Corbett, Muriel Upchurch (Mrs.).....Apex
Hahl, Marguerite White (Mrs.).....Raleigh
McLean, Alton, L., Jr.....Raleigh
McNair, Kermit Henry (col.).....Charlotte
Muratori, Francis.....Norfolk, Va.
Parsons, Robert Hinkley.....Margaretville, N. Y.
Riegel, Maxwell Stanley.....Clifton Springs, N. Y.
Riggsbee, Edgar Lloyd.....Pittsboro

The following candidates were successful in the March examination and were licensed and registered:

GRADUATES IN PHARMACY

Fifteen (15) in Number

Brooks, Harvey Ray.....Bear Creek
Canipe, John Clifton, Jr.....Boone
Cole, Jesse Frances (Miss).....Chapel Hill
Dees, Robert Register.....Burgaw
Fearing, Malcolm Keith.....Manteo
Hamlet, Joe Edward.....Wilmington
Hardy, Rudolph Warren.....Everetts
Kennedy, Lucy Lee (Miss).....Kerr
Parker, Judson Garrett (col.).....Durham
Pecora, Ruth Patterson (Mrs.).....Chapel Hill
Salter, Evelyn Earle (Miss).....Stacy
Stephens, Frank.....Orrum
Timberlake, Claude Vernon, Jr.....Youngsville
Warren, Burney Simon, Jr.....Greenville
Williams, Laurel Lee (Miss).....Greensboro

ASSISTANT PHARMACISTS TAKING PHARMACIST'S EXAMINATIONS

One (1) in Number

Harrison, James William.....Asheville

PHARMACISTS REGISTERED BY RECIPROCITY

Fifteen (15) in Number

During the eleven months period the following pharmacists were registered by reciprocity:

Bewan, James William.....July 24, 1945
Miami, Fla. from Florida
Gucker, Luther Virgil.....August 12, 1945
Charlotte from Indiana
Slesinger, Stanley.....August 31, 1945
Raleigh from District of Columbia
Hoffman, Ebbie Noil.....September 6, 1945
Wilmington from South Carolina
Tilles, Irving.....January 1, 1946
High Point from New Jersey
Kearnes, Thomas Newton.....January 1, 1946
Raeford from Georgia
Eberly, Mark D.....February 4, 1946
Charlotte from Indiana
Burbage, William Henry.....February 4, 1946
Albemarle from South Carolina
Beck, Albert Lee, Jr.....March 12, 1946
Hendersonville from South Carolina
Barnes, Horace Jesse.....March 12, 1946
Wilson from Mississippi
Boger, Richard Albert.....March 26, 1946
New Bern from Georgia
Dantzler, Samuel Arthur.....April 6, 1946
Waynesville from South Carolina
Waldrop, Joseph Edward.....April 6, 1946
Gastonia from Georgia
Robinson, Harriett Agnes (Miss).....April 18, 1946
Lumberton from South Carolina
Stalcup, Harry Reid.....April 30, 1946
Kinston from Indiana

PHARMACISTS RE-REGISTERED

Twenty-six (26) in Number

Alexander, W. W.....Winston-Salem
Booth, G. D.....Durham
Brooks, J. W.....Tryon
Bunn, R. S.....Rocky Mount
Dillehay, J. T.....Graham
Durham, C. T.....Chapel Hill
Eadie, E. B.....Charlotte
Fullenwider, Phifer.....Raleigh
Harris, T. B.....Spartanburg, S. C.
Kale, R. G.....Salisbury
Klein, B. F.....Asheville
Lynch, N. W.....Tarboro
Mabry, C. S.....Hamlet
Mansfield, A. L.....Carolina Beach
McBane, J. O. D.....Greensboro
McCombs, L. M.....Raleigh
Merony, F. P.....Bryson City
Merrell, E. E.....Miami, Fla.
Provo, Jean Bush.....Raleigh
Robinson, G. C.....Charlotte
Sample, W. A.....Statesville
Sisk, R. C.....Asheville
Thompson, H. O.....Chicago, Ill.
Walters, J. E.....Wadesboro
West, June Bush.....Raleigh
Wilson, W. A.....Belton, S. C.

PHARMACISTS REMOVED FROM REGISTERED LIST BY REQUEST OR FOR FAILURE TO RENEW

Sixteen (16) in Number

* Re-registered after May 1, 1946.

Brinkley, J. H.....New Bern
Clark, R. W.....Rahway, N. J.
*Dameron, H. G.....Star
*Dennis, C. M.....Shelby
*Fullenwider, Phifer.....Raleigh
Gooch, R. L.....Biltmore
*Holshouser, J. L.....Chapel Hill
Johnson, L. O.....Florence, S. C.
Lamar, W. M.....Fayetteville
Liner, J. A., M.D.....Jenks, Okla.
*McManus, M. T. Y.....Winston-Salem
*McNair (Col.).....Charlotte
Prince, R. M.....High Point
*Reeves, Jefferson.....Waynesville
*Scroggs, F. H.....Richmond, Va.
Smith, J. B.....Albemarle
Watkins, W. O.....Rutherfordton
*White, J. S.....Mebane
Williams, S. W.....Raleigh

ASSISTANT PHARMACISTS RE-REGISTERED

Two (2) in Number

Adams, L. T.....Winston-Salem
Bell, E. V.....Greenville

ASSISTANT PHARMACISTS REMOVED FROM LIST FOR FAILURE TO RENEW

* Re-registered after May 1, 1946.

*Adams, L. T.....Winston-Salem

PHARMACISTS SERVING WITH THE ARMED FORCES

Sept. 1, 1946

Brown, E. T.....Durham
Elliott, A. G., Jr.....Fuquay Springs
Timberlake, C. V., Jr.....Youngsville

PHYSICIANS IN TOWNS OF LESS THAN SIX HUNDRED POPULATION GRANTED PERMITS

Brown, J. A.....Cleveland
Helsabeck, R. S.....King
Holton, A. J.....Fallston
Nanzetta, Leonard.....Rural Hall

PHYSICIAN REMOVED FROM REGISTERED LIST

Dodd, R. B.....Rolesville

THE BEAL MEMBERSHIP PRIZE

Mr. H. G. Dameron of Star, N. C., made the highest average of all candidates taking the examination during the year, which was 90 per cent. I recommend him for the prize of one year's membership in the North Carolina Pharmaceutical Association.

INSPECTION WORK

As has been the case during the past few years of the war, the inspection work has not been carried on in the usual manner. With the exception of a short period during the past two months, no routine inspections of drug stores and other places of business have been made. The activities have been confined to the investigation of reports of violations of the law. Within the last two months, however, the inspection program has been reorganized and arrangements have been made to resume the inspection and law enforcement work.

PERSONNEL

At the present time the Board employs one full time and one part time inspector. In addition to this, the secretary spends a portion of his time in doing inspection work. At the time this report is being prepared negotiations are under way for an additional full time inspector. When this man has been employed, it will have completed the personnel requirements for our proposed program.

RECORDS AND FOLLOW-UP WORK

A reorganization of inspection records has been completed in the office of the secretary. There has been set up a file for each pharmacist, assistant pharmacist, unlicensed clerk, drug store and others. Provision has been made whereby complaints involving any of the above and the disposal of same may be entered. There is also space for recording recommendations made by the inspectors on their routine visits. These records become a vital part in the procedure that is to be followed in carrying out our law enforcement program. For the sake of accuracy and to provide a permanent record, our inspectors are required to make a written report of all complaints received. Likewise a written report will be made of all complaints received in the office. These reports are confidential, therefore, there should be no hesitancy on the part of those making the complaint in giving complete information.

LAW ENFORCEMENT PROCEDURE

Upon the receipt of a complaint, an investigation will be made to establish the facts in the case. Should there appear that a violation of the law has occurred or is occurring the person complained of will be given the opportunity to make the necessary correction. These proceedings are entered upon the record of those concerned. When sufficient time has elapsed, a check will be made on the condition complained of. Should it be found that satisfactory conditions do not yet exist, appropriate steps will be taken to insure the necessary results. This record will also form a valuable basis upon which any future complaints may be handled.

ANTICIPATED RESULTS

In spite of what we believe to be adequate personnel and sound methods, to secure satisfactory compliance with the law is going to be difficult. This statement is predicated upon certain facts brought out in a survey recently conducted by the Board of Pharmacy for the Commission created by the last General Assembly to study medical care in North Carolina. As was found in that survey, there is an average of 1.15 pharmacists per drug store in the state. This compares with a national average of more than 1.5 pharmacists per store. Some of the southern and neighboring states have figures as follows: Alabama 1.34, Florida 1.65, Georgia 1.35, South

Carolina 1.17, Tennessee 1.93, Virginia 1.73. Only one state, Oklahoma, had a ratio lower than that of North Carolina, which was 1.07.

On the applications for the renewal of drug store permits there were listed 870 unlicensed clerks employed in the 791 drug stores and hospitals who dispensed drugs and medicines under legal supervision. From a personal knowledge of the stores in the state it is known that a number of persons so engaged were not listed. It is the belief of the Board of Pharmacy that this condition is neither to the best interest of the public nor the profession of pharmacy.

As was pointed out above all but 28 of the pharmacists serving with the Armed Forces on April 1, 1946, have been discharged. Should that number be released immediately, the situation would not be greatly altered. The number of pharmacists now registered in the state is, then, what we might reasonably expect as normal. Therefore, those who undertake to operate drug stores must arrange conditions in such a manner as to be able to operate the stores with the present supply of pharmacists. No immediate improvement in the supply of licensed pharmacists can be expected. Indeed, the prospects for getting additional qualified personnel within the next few years is very poor. Although the enrollment in the School of Pharmacy at the State University is near the capacity for the present facilities, the majority of students enrolled are in the lower classes. Replacements during the next two years are not expected to meet the normal requirements of those pharmacists lost through death, retirement, or other reasons. We cannot, then, reasonably expect to make any improvement in the ratio of pharmacists to drug stores due to any increase in the number of licensed pharmacists.

This problem is not without a solution. As pointed out above, there is slight possibility of increasing the number of licensed pharmacists. However, a more favorable ratio of pharmacists to drug stores may be obtained through the reduction in the number of stores. Although the ratio of population to drug stores in North Carolina is already high, 1 drug store to 4387 population, the number of stores in most communities can be reduced to a great extent without endangering the public health. It is certain that many will agree there are too many stores exploiting the good name of pharmacy which feature non-pharmaceutical service and are utilizing professional personnel far below their capacity for rendering health service. This personnel should be relieved to places where their services can be better utilized for the benefit of the health of the community.

To further implement a more favorable ratio of pharmacists to drug stores, the opening of new stores must be carefuly controlled. Fortunately, the law grants the Board of Pharmacy a reasonable amount of authority to exercise its judgment in granting permits to operate drug stores. It is felt that existing conditions warrant the use of these powers at the present time. Accordingly, at the recent meeting of the Board, the following Resolution was adopted.

RESOLUTION

Whereas, in order to protect the public health, the law in North Carolina requires that prescriptions, medicines, drugs and pharmaceutical preparations be compounded or dispensed only by or under the immediate supervision of a person licensed as a pharmacist in this state: and

Whereas, the records of the Board of Pharmacy show that there are 954 pharmacists actively engaged in the retail and hospital practice of pharmacy and that there are 791 drug stores and hospitals registered in the state which makes an average of 1.15 pharmacists per drug store or hospital as compared with a national average of 1.56; and

Whereas, more than fifty per cent of the pharmacists who served with the Armed Forces have returned to civilian life; and

Whereas, this number has failed to check the decline in the ratio of pharmacists to drug stores from the figure of 1.18 as it existed in 1945; and

Whereas, this source of qualified pharmacists cannot be relied upon to improve

the existing ratio to an appreciable extent; and

Whereas, the records of the Board of Pharmacy show that there are 870 unlicensed clerks employed in the 791 drug stores and hospitals who compound prescriptions; and

Whereas, it is the opinion of the Board of Pharmacy that the conditions enumerated are not to the best interest of the public health; and

Whereas, many new drug stores are in the process of being established or are in contemplation of being established;

BE IT THEREFORE RESOLVED that the Board of Pharmacy will not issue any original drug store permit to a new drug store until an investigation shall completely satisfy the Board that:

1. Adequate qualified personnel can be secured by the management of the store to properly render pharmaceutical service in the manner proscribed by the law; and

2. That such personnel can be maintained for that period for which the permit is issued.

Adopted March 26, 1946.

J. G. Ballew, President
R. A. McDuffie
M. B. Melvin
I. T. Reamer
H. C. McAllister, Secy.-Treas.

This resolution has been reviewed by the Office of the Attorney General and the Board has been assured that it has the authority to enforce the requirements thereof.

Finally, with regard to the inspection program, the question of how so-called "one-man" drug stores are to be operated has been anticipated by the Board. It is recognized that there are a number of stores in which only one pharmacist is employed. It is further recognized that this pharmacist cannot remain on duty during all of the hours that a store customarily remains open. This situation can be remedied in two ways:

1. The number of hours in the usual drug store day is considerably greater than is required to render adequate health service. This number can be reduced, as it has been during the war period, without considerable loss of revenue or inconvenience to the public.

2. The law provides that pharmaceutical service shall be rendered by or under the *immediate* supervision of a licensed pharmacist. To engage therein otherwise constitutes a violation of the law. The Board of Pharmacy believes that it is not unreasonable to require pharmaceutical service to be discontinued in the absence of the licensed pharmacist. The inspection program will be carried out based upon this assumption.

REPORT OF J. W. THORNTON

I have the honor to submit herewith my report of inspection work from March 15, 1946 to May 1, 1946.

During this six-week period I visited 277 establishments. These inspections covered the following types of business:

Retail Stores	272
Soda Shops	4
Hospitals	1

I assisted Mr. McAllister in two indictments—that of W. H. Sparks and that of J. E. Sparks.

Respectfully submitted,
J. W. Thornton

PROSECUTIONS

The following are the indictments made and the judgment of the courts rendered:

STATE OF NORTH CAROLINA
BEAUFORT COUNTY

In the Recorder's Court for Belhaven, Pantego and Part of Bath Townships

THE STATE OF NORTH CAROLINA
vs.
JOHN L. DAVIS

H. C. McAllister being duly sworn, upon information and belief, says that the said John L. Davis at and in the County of Beaufort and within the Town of Belhaven, during the month of February 1946, and particularly on the 14th day of February 1946, and further during the months of November and December 1945 and January 1945, with force and arms did unlawfully and wilfully

1. Not being licensed as a pharmacist or assistant pharmacist, compound, dispense and sell at retail drugs, medicines, poisons and pharmaceutical preparations, both upon physician's prescriptions and otherwise.

2. Did, not being licensed as a pharmacist, conduct and manage a drug store and pharmacy and place of business for the compounding, dispensing and sale at retail of drugs, medicines and

poisons, and for the compounding of physician's prescriptions.

3. Did operate a drug store and pharmacy and do business in the same without the same being registered by the Board of Pharmacy as required by Section 90-75 of the General Statutes and other laws, all of the above and foregoing being contrary to the statutes in such cases made and provided, and against the peace and dignity of the State.

H. C. McAllister

Subscribed and sworn to before me
this February 14th, 1946

Notary Public

JUDGMENT

Upon the foregoing affidavit warrant was issued and served on defendant and he was tried upon said warrant in the Recorder's Court of Belhaven, March 1, 1946, and the following judgment was entered:

Upon trial of this case the defendant entered a plea of nolo contendre and it is ordered and adjudged that prayerful judgment is continued upon condition that the defendant pay the cost and refrain from violating the statutes upon which indictment is based. This the 1st day of March, 1946.

W. S. RIDDICK
Recorder

STATE OF NORTH CAROLINA
EDGECOMBE COUNTY

In Recorder's Court

STATE *vs.* W. H. SPARKS

BEFORE LYN BOND, RECORDER

H. C. McAllister, Sec.-Treas. of N. C. Board of Pharmacy being duly sworn, complains and says that at and in said County, on or about the 12th day of March, 1946, W. H. Sparks did unlawfully and wilfully violate G. S. 90-72 by compounding and/or dispensing a prescription and/or poison for L. M. Senter and that at the same time of compounding and/or dispensing said prescription and/or poison he was not a licensed pharmacist against the form of the Statute in such cases made and provided, and contrary to the law and against the peace and dignity of the State.

(Signed) H. C. McALLISTER

Sworn to and subscribed before me, this the 22 day of March, 1946.

W. S. BABCOCK
Clerk Superior Court
and Ex-officio
Clerk Recorder's Court.

Upon the foregoing affidavit warrant was issued and served on defendant and he was tried upon said warrant in the Recorder's Court of Edgecombe County and the following judgment was entered.

NORTH CAROLINA
EDGECOMBE COUNTY

In Recorder's Court

LYN BOND, JUDGE

STATE *vs.* W. H. SPARKS

Case No. 14004

The defendant comes in Court and pleads guilty.

Therefore, it is considered, ordered and adjudged that prayer for judgment be continued for two years upon the defendant's paying $25.00 and costs, and not violate the drug law for two years.

STATE OF NORTH CAROLINA
EDGECOMBE COUNTY

In Recorder's Court

STATE *vs.* J. E. SPARKS

BEFORE LYN BOND, RECORDER

H. C. McAllister, Secretary-Treasurer of N. C. Board of Pharmacy being duly sworn, complains and says, that at and in said County, on or about the 12 & 22 days of March 1946 and all of 1946, J. E Sparks did unlawfully and wilfully violate G. S. 90-75 by operating and/or permitting another to operate or did aid and abet another to operate a drug store or pharmacy without registering same—in the city of Pinetops, against the form of the Statute in such cases made and provided, and contrary to the law and against the peace and dignity of the State.

(Signed) H. C. McALLISTER.

Sworn to and subscribed before me, this the 22 day of March 1946.

W. S. BABCOCK
Clerk Superior Court
and Ex-officio
Clerk Recorder's Court.

Upon the foregoing affidavit warrant was issued and served on defendant and he was tried upon said warrant in the Recorder's Court of Edgecombe County and the following judgment was entered.

NORTH CAROLINA
EDGECOMBE COUNTY

In Recorder's Court

LYN BOND, Judge

STATE *vs.* J. E. SPARKS

Case No. 14002

The defendant comes in Court and pleads guilty.

Therefore, it is considered, ordered and adjudged that prayer for judgment be continued for two years upon defendant's paying a fine of $25.00 and costs and not violate drug act for two years.

Three other charges involving the above defendants were dropped upon the condition that the violations not occur in the future.

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with H. C. McAllister, Secretary-Treasurer

NORTH CAROLINA BOARD OF PHARMACY

Chapel Hill, North Carolina

I respectfully submit the receipts and disbursements for the past year as follows:

CASH RECEIPTS AND DISBURSEMENTS

June 1, 1945 to April 30, 1946

RECEIPTS		
Pharmacists Renewal Licenses	$ 5,940.00	
Asst. Pharmacist Renewal Licenses	145.00	
Physician's Permits, Renewals	230.00	
Pharmacist Re-registrations	260.00	
Physician's Registrations	40.00	
Examination Fees	315.00	
Registration by Reciprocity	375.00	
Registration of Drug Stores—Originals	668.00	
Registration of Drug Stores—Renewals	7,812.00	
Duplicate Certificates	30.00	
Sale of Poison Registers	42.50	
Re-registration of Drug Stores	50.00	
Interest on Investments	100.00	
Returned Check Collected (Contra)—	5.00	
Miscellaneous	14.25	
Total Receipts	16,026.75	
Balance June 1, 1945	10,900.93	
Total Receipts & Balance	26,927.68	
DISBURSEMENTS		
Salaries:		
Secretary & Treasurer	$ 3,800.00	
Office Assistants	760.58	$ 4,560.58
Office Expense:		
Office Supplies	148.07	
Office Equipment & Repairs	354.55	
Telephone & Telegraph	109.03	
Postage & Box Rent	247.41	
Printing	631.21	
Janitor Service	17.00	1,507.27
Inspection Expense:		
Salaries	2,812.50	
Travel	758.60	
Secretarial Aid	131.89	
Attorney Fees	50.00	3,572.99
Board Meetings:		
Per Diem $240.00; Expense $80.00	320.00	
Examination Material & Expense	200.69	520.69
Miscellaneous Expense:		
Bank Service Charges	48.84	
Audit $50.00; Bond Premium $25.00	75.00	
Investigations: (Dun & Bradstreet)	150.00	
Safety Box Rent $6.00; Asso. Dues $25.00	31.00	
Attorney Fees $50.00; Flowers $10.00	60.00	
Returned Check (Contra)	5.00	
Refunds	20.00	
Income Tax Withheld	19.10	
All Other	5.03	375.77
TOTAL DISBURSEMENTS		$10,717.30

Balances April 30, 1946:		
General Account: Bank of Chapel Hill	11,945.80	
Inspection Account: Bank of Chapel Hill	258.61	
Petty Cash: In Office	5.97	
U. S. Treasury Bonds	4,000.00	16,210.38
TOTAL DISBURSEMENTS & BALANCE		$26,927.68

The above Financial Report was audited as per order of the Board of Pharmacy by a Certified Public Accountant whose report follows:

RAYMOND L. PRICE
Certified Public Accountant
404 Commercial Building
RALEIGH, N. C.

May 29, 1946

To the Officers & Members of the North Carolina Board of Pharmacy:

Gentlemen:

As requested, we have made an audit of the financial records of Mr. H. C. McAllister, Secretary & Treasurer of the North Carolina Board of Pharmacy for the period from June 1, 1945 to April 30, 1946, and the attached statement of Cash Receipts & Disbursements presents a summary of operations for the period.

All Receipts reported in the books were traced to the bank. Disbursements for the period were made for apparently proper purposes and are supported by signed, paid checks, receipted bills, etc.

The Balance on Hand at April 30, 1946 consists of the following:

Cash in Bank of Chapel Hill:		
General Account	$11,945.80	
Inspection Account	258.61	$12,204.41
Cash in Office: Petty Cash		5.97
Investments:		
U. S. Treasury Bonds (2½%)		4,000.00
TOTAL BALANCE APRIL 30, 1946		$16,210.38

The Cash in Bank was reconciled and verified. The four Treasury Bonds of $1,000.00 each were inspected.

The fidelity bond for the Secretary & Treasurer, in the amount of $5,000.00, has been continued.

The records are in a very satisfactory condition and no difficulty was experienced in preparing these statements therefrom.

Respectfully submitted,
R. L. PRICE,
Certified Public Accountant

RLP:FMB

In Memoriam

Registered Pharmacists who have died during the year:
Twenty-seven (27) in Number

Beard, J. G.....Chapel Hill
Blauvelt, W. H.....Asheville
Boysworth, E. G.....Farmville, Va.
Brame, P. J., Jr.....North Wilkesboro
Brame, R. M.....North Wilkesboro
Carpenter, R. E.....Shelby
Davis, J. R.....Henderson
Dizor, M. E.....Raleigh
Ferrell, W. C.....Nashville
Grantham, G. K., Jr.....Durham
Hales, R. A.....Morehead City
Hamlin, V. C. (col.).....Raleigh
Holland, H. O.....Apex
Hudson, J. P.....Mooresville
Hufham, Walter.....Morehead City
Hughes, J. R.....Madison
Johnson, Alice E.....Aberdeen
Leavister, T. O.....Raleigh
Miller, W. W.....Kinston
Murphy, C. L.....Salisbury
Rhodes, Cader.....Raleigh
Scott, J. M.....Charlotte
Shelton, C. F.....Fairmont
Summery, Ptolemy.....Dallas
Talley, H. A.....Jonesboro
Tuttle, B. M.....Angier
Watson, H. P.....Winston-Salem

List of Registered Pharmacists

REVISED MAY 1, 1946

Please notify the Secretary promptly of any change in address

*Serving with the Armed Forces. †Deceased.

The state of original registration appears in parentheses after the names of pharmacists registered by reciprocity.

A

1344. Abernathy, J. G.....1907 Elkin
2161. Adair, W. H. (Ala.).....1924 Roxboro (Cavel)
1429. Adams, E. C.....1908 Gastonia
2207. Adams, E. E.....1924 Lincolnton
1117. Adams, J. L.....1903 Gastonia
1845. Adams, R. McC.....1915 LaGrange
2503. Adams, W. J.....1929 Bryson City
2653. Adams, W. R.....1933 Angier
3068. Adelson, I. N.....1944 Santa Fe, N. M.
2974. Adkinson, N. F.....1941 Forest City
1075. Ahrens, A. G.....1902 Wilmington
1784. Aiken, J. H.....1914 Biltmore
1874. Aiken, L. W.....1916 Asheville
2658. Airheart, W. T. (Ga.).....1934 Concord
2118. Alderman, J. L.....1923 Wilmington
2981. Alexander, W. W. (S.C.) 1942 Winston-Salem
1887. Allen, C. H.....1916 Winston-Salem
1838. Allen, H. H.....1915 Cherryville
3027. Allen, H. H., Jr.....1943 Cherryville
2707. Allen, W. D. (Va.).....1936 Morganton
2937. Allgood, W. W.....1941 Roxboro
2552. Allison, J. B. (S. C.).....1930 Kannapolis
2162. Alston, M. J. (col.) (Tenn.).....1923 New Bern
2631. Anderson, Carolyn C. (Mrs. F. I.).....1932 Haslett, Mich.
1605. Anderson, J. M.....1911 New Bern
2470. Andes, G. E. (Va.).....1928 Wadesboro
1346. Andrews, C. M.....1907 Burlington
1702. Andrews, J. P.....1913 Winston-Salem
1739. Andrews, R. H.....1914 Burlington
2625. Andrews, W. A.....1932 Louisburg
1906. Andrews, W. T.....1917 Goldsboro
2115. Armstrong, W. E. (col.)....1922 Rocky Mount
2654. Arnold, B. D.....1933 Raleigh
2048. Arps, E. G.....1921 Plymouth
1864. Arps, P. M.....1916 Plymouth
2471. Artice, A. R. (col.) (Pa.)..1928 Elizabeth City
999. Ashford, A. J.....1901 Kinston
3066. Askins, M. L. (S. C.).....1944 Lumberton
2449. Austin, B. N.....1928 Shelby
3083. Aycock, Mary R.....1945 Winston-Salem

B

1791. Bailey, L. A.....1914 Charlotte
2212. Bain, J. D.....1924 Clayton
2371. Baker, J. L.....1927 Nashville
3088. Baker, S. L. (Fla.).....1945 Orlando, Fla.
2051. Baker, W. P.....1921 Raeford
2499. Ballance, G. H.....1929 Alexandria, Va.
1061. Ballew, J. G.....1902 Lenoir
2405. Barbour, J. P.....1928 Burlington
2573. Barefoot, L. G.....1931 Asheville
2377. Barger, C. N.....1928 Oakboro
891. Barker, W. B.....1898 Greensboro
1145. Barnes, B. S.....1903 Kinston
3117. Barnes, H. J. (Miss.).....1946 Greenville
2462. Barnhardt, M. R.....1928 Rockwell
1676. Barnhill, W. L.....1912 Wilson
1959. Barrett, R. E.....1917 Burlington
2912. Barringer, H. A.....1940 Concord
2818. Basart, J. M.....1938 Greenville
1229. Baucom, A. V.....1905 Apex
3041. Beam, W. G.....1944 Johnson City, Tenn.
3013. Beavans, S. C.....1943 Enfield
1001. Beavans, W. E.....1901 Enfield
3116. Beck, A. L., Jr. (S. C.).....1946 Hendersonville
1904. Beddingfield, C. H.....1917 Clayton
3073. Beddingfield, C. H., Jr.....1945 Wilmington
1729. Beddingfield, E. T.....1913 Clayton
1686. Bell, F. R.....1912 Beaufort
2551. Bell, H. C.....1930 Gastonia
2725. Bell, L. R.....1936 Greenville
2458. Bender, W. M. K.....1928 Fayetteville
1638. Bennett, K. E.....1912 Bryson City
1891. Benson, E. S.....1916 Wilmington
767. Bernard, Germain.....1894 Durham
2659. Berry, L. B. (Okla.).....1933 Charlotte
2128. Best, J. H.....1923 Greensboro
1719. Betts, J. A.....1913 Laurinburg
3109. Bewan, J. W. (Fla.).....1945 Miami, Fla.
2253. Biddy, O. D.....1925 Hendersonville
3004. Biggs, J. W. S.....1942 Greenville
1282. Biggs, W. H.....1905 Williamston
2688. Bigham, R. H. (S. C.).....1935 Lexington
1885. Bilbro, Q. T.....1916 Asheville
1857. Bingham, W. H.....1916 Concord

1640. Birmingham, J.S. .....1912 Hamlet
2958. Bishop, H. L.....1941 Asheville
2135. Bissette, P. B. (Va.).....1923 Wilson
2002. Bizzell, H. L.....1920 Charlotte
2044. Black, B. B.....1921 Kannapolis
2454. Black, F. L.....1928 Charlotte
2408. Black, O. R. (Ariz.).....1927 Bessemer City
3009. Black, Samuel (Fla.).....1942 Hollywood, Fla.
3074. Black, S. N.....1945 Asheboro
2289. Blackman, B. L. (S. C.) ..1925 Spencer
2340. Blades, M. W.....1926 Apex
2337. Blanton, C. D.....1926 Kings Mountain
2977. Blower, Anna D. B. (Mrs. E. R.).....1941 Akron, Ohio
2324. Blue, D. Adolphus.....1926 Carthage
1824. Boaz, R. J.....1915 Rose Hill
1980. Bobbitt, A. B.....1919 Winston-Salem
2671. Bobbitt, H. F.....1934 Glen Alpine
1910. Bobbitt, L. M.....1917 Winston-Salem
2517. Bobst, H. R. (N. J.).....1930 Brevard
3118. Boger, R. A. (Ga.).....1946 New Bern
2409. Bolinger, C. E. (Ga.).....1927 Asheville
2575. Bolton, R. B.....1931 Rich Square
1721. Bonner, Brem.....1913 Granite Falls
1231. Boone, D. L.....1905 Durham
3042. Boone, W. T.....1944 Weldon
2708. Booth, G. D. (S. C.).....1936 Durham
3014. Borders, M. L., Jr.....1943 Shelby
2828. Bowman, C. E.....1938 Conover
1843. Boyce, J. B., Jr.....1915 Warrenton
2845. Boyd, S. B.....1939 Sanford
2750. Bradford, C. H. (S. C.)....1936 Greensboro
1395. Bradley, J. P.....1908 High Point
2384. Bradshaw, E. L.....1928 Kinston
1483. Bradsher, W. D.....1909 Kannapolis
1619. Brady, C. A.....1911 Hickory
2410. Brakebill, R. L. (Tenn.) ..1928 Chattanooga, Tenn.
2650. Brame, M. M.....1933 High Point
2772. Brame, P. A.....1937 No. Wilkesboro
2959. Brame, R. M., Jr.....1941 No. Wilkesboro
933. Brantley, J. C.....1899 Raleigh
2534. Brantley, J. C., Jr.....1930 Raleigh
1786. Brantley, P. C.....1914 Wendell
3069. Brecht, E. A.....1944 Chapel Hill
1393. Bretsch, Albert.....1908 Southern Pines
1781. Brewer, S. O.....1914 West Durham
3031. Brewer, S. O., Jr.....1943 West Durham
2636. Brison, J. E. (S. C.).....1933 Belmont
2021. Brison, S. P. (S. C.).....1919 Belmont
2113. Bristow, E. B.....1922 Rockingham
2461. Brodie, T. L.....1928 Burlington
3124. Brooks, H. R.....1946 Sanford
2411. Brooks, J. W. (Ga.).....1927 Charlotte
2063. Brooks, F. G.....1921 Siler City
1962. Brookshire, G. E.....1917 West Asheville
3015. Brookshire, L. B.....1943 Asheville
2208. Brookshire, L. P.....1924 Asheville
3089. Brown, C. G. (Ga.).....1944 Montgomery, Ala.
2911. *Brown, E. T.....1940 Durham
1164. Brown, J. D.....1904 Garner
1688. Brown, J. Key.....1912 Greenville
3019. Brown, Lucile G. (Mrs. J. W.).....1943 Burnsville
2913. Browning, A. C.....1940 Greensboro
1394. Browning, B. H.....1908 Littleton
2501. Browning, D. B.....1929 Kinston
1590. Browning, H. R.....1911 Littleton
2853. Bruce, T. M.....1939 Hot Springs
2316. Bryan, R. B.....1926 Asheville
1200. Bryan, W. D.....1904 Tarboro
2808. Buchanan, E. C.....1938 Kinston
2645. Buchanan, E. W.....1933 Greensboro
2676. Buchanan, R. A.....1934 Greensboro
1977. Buffaloe, J. M.....1919 Raleigh
1284. Buhmann, W. L.....1905 West Asheville
2779. Bullard, R. E.....1937 Fayetteville
2709. Bullock, Clifton (Conn.) ..1935 Spruce Pine
2651. Bunch, L. E.....1933 Carolina Beach
2745. Bunn, R. S.....1936 Elizabeth City
3115. Burbage, W. H. (S. C.)....1946 Albemarle
2259. Burgiss, T. R.....1925 Sparta
2789. Burlage, H. M. (Wash.) ..1937 Chapel Hill
3090. Burke, G. H. (Mich.).....1944 Cass City, Mich.
1612. Burnett, B. J. (col.).....1911 Rocky Mount
1650. Burnett, J. P.....1912 Whitakers
3016. Burnett, J. P., Jr.....1943 Lumberton
2858. Burris, L. R.....1939 Valdese
2165. Burrus, S. B. (Ga.).....1923 Sylva
2938. Burrus, Blanche E.....1941 Durham
2544. Burt, M. S.....1930 Durham
1681. Burwell, W. A.....1912 Raleigh
1872. Butler, A. B.....1916 Clinton
2710. Butler, A. E. (S. C.).....1936 Raleigh
3008. Butler, Josephine E. (Mrs. G. B.).....1942 Philadelphia, Pa.
2450. Bynum, C. W.....1928 New Bern
1097. Byrd, Clement.....1903 Wilmington

C

2914. Cable, M. LeR.....1940 Asheville
2225. Cagle, C. V. (Ga.).....1924 Greensboro
2473. Cain, C. M. (S. C.).....1929 Caroleen
2050. Cain, L. D.....1921 Elm City
2866. Caldwell, E. L. (col.).....1939 Martinsville, Va.
1748. Caldwell, P. G.....1914 Gastonia
2292. Caldwell, P. L. (Ga.).....1925 Wilmington
2018. Callahan, E. F. (S. C.).....1919 Durham
2637. Cameron, W. L. (S. C.)....1933 Tarboro
2962. Campbell, E. G., Jr.....1941 Greensboro

2219. Campbell, F. E.....1925 Hamlet
1894. Campbell, H. T.....1916 Maiden
1955. Campbell, R. B.....1917 Taylorsville
2198. Campbell, T. N. (col.).....1924 Whiteville
3051. Canaday, M. S.....1944 Four Oaks
1706. Canaday, R. C.....1913 Four Oaks
894. Canaday, W. A.....1898 Wilmington
1837. Canaday, W. H.....1915 Wichita Falls, Tex.
3125. Canipe, J. C., Jr.....1946 Asheville
2823. Capps, E. U.....1938 Nashville
2502. Cardell, J. C.....1929 Worcester, Mass.
2617. Carroll, W. W.....1932 Dunn
2331. Carswell, A. P.....1926 East Durham
3017. Carswell, J. H.....1943 Chapel Hill
2043. Carswell, R. F.....1921 Winston-Salem
1232. Carter, Samuel.....1905 Salisbury
1659. Carter, Stamey.....1912 Salisbury
3084. Caruthers, M. R.....1945 Wilmington
1787. Cassel, A. S.....1914 Raleigh
1839. Caton, E. J.....1915 Norfolk, Va.
2900. Caudill, Altajane H. (Mrs. J.).....1940 Bunnell, Fla.
2831. Causey, J. H.....1938 Winston-Salem
2131. Cecil, A. C.....1923 High Point
2326. Champion, H. C.....1926 Kannapolis
2274. Champion, H. O.....1925 Waynesville
2555. Chandler, E. O. (Va.).....1930 Leaksville
2920. Chandley, A. B.....1940 Asheville
1348. Chapman, D. S.....1907 Durham
2744. Chapman, H. C.....1936 Durham
1775. Chappel, J. C.....1914 Raleigh
1945. Cheek, G. B.....1917 Durham
1453. Cherry, J. L.....1909 Charlotte
1562. Cherry, W. C.....1910 Winston-Salem
1960. Chesnutt, J. M.....1917 Clinton
1614. Christian, J. B. (col.).....1939 Charlotte
2711. Civil, J. K. (S. C.).....1935 Charlotte
2683. Clapp, E. B.....1934 Newton
1561. Clark, C. B.....1910 Williamston
2668. Clark, C. B., Jr.....1934 Williamston
2978. Clark, G. E.....1941 Washington
2680. Clark, S. G.....1934 New Bern
2341. Clark, W. A.....1926 Williamsburg,Va.
2392. Clayton, A. W., Jr.....1928 Durham
2205. Cline, C. E.....1924 Asheville
1999. Cline, F. H.....1920 Charlotte
2649. Cline, M. L.....1933 Asheville
2976. Cloer, P. L.....1941 Lenoir
2042. Cobb, J. L.....1921 Waynesville
2608. Coble, J. C.....1932 Greensboro
2747. Cochrane, A. L., Jr.....1936 Jackson
3126. Cole, Jessie F. .....1946 Winston-Salem
2226. Cole, T. R. (Ga.).....1924 Sanford
1563. Coleman, H. G.....1910 Durham
2886. Colina, G. D. (S. C.).....1940 Charlotte
3091. Collette, R. W. (S. C.).....1945 Mocksville
3085. Collier, Halcyone B.....1945 Asheville
1484. Compton, J. W.....1909 Salisbury
688. Congdon, G. G.....1892 Portsmouth, Va.
2542. Connell, J. P. B.....1930 Henderson
1981. Cook, D. B. (col.) (Tenn.).....1919 Weldon
1165. Cooke, H. M.....1904 Spencer
2876. Cooke, H. M., Jr.....1939 Winston-Salem
2790. Cooley, F. R. (Ga.).....1938 Nashville
1900. Copeland, R. R.....1916 Ahoskie
1667. Coppedge, J. B.....1912 Raleigh
1275. Coppedge, J. W.....1906 Raleigh
3107. Corbett, Mrs. Muriel U.....1945 Smithfield
2089. Corbitt, A. R. (W.Va.) ....1921 Charlotte
2594. Cornelius, R. E. (Ohio)....1932 Concord
2777. Cornwell, A. H.....1937 Lincolnton
2669. Cornwell, G. T.....1934 Morganton
3075. Corwith, F. H.....1945 Southampton, N. Y.
1431. Costner, B. P.....1908 Lincolnton
1320. Council, C. T.....1906 Durham
2227. Cousins, W. G. (Pa.).....1924 Charlotte
1452. Cox, M. H.....1909 Asheville
2925. Cox, Rupert.....1940 Pilot Mountain
2138. Cox, R. O. (Mich.).....1923 Detroit, Mich.
1689. Crabtree, E. P.....1912 Raleigh
2825. Craig, L. B.....1938 Vass
2276. Craig, W. F.....1925 Charlotte
715. Cranmer, J. B., M.D.....1893 Wilmington
1684. Craven, C. H.....1912 Asheville
1599. Crawford, E. P.....1911 Marion
2864. Crawford, H. D.....1939 Black Mountain
2939. Creech, J. A.....1941 Salemburg
2822. Creech, J. L.....1938 Smithfield
2699. Creech, L. R.....1935 Oxford
2623. Creech, W. H.....1932 Selma
1235. Crews, E. T.....1905 Baltimore, Md.
2646. Crissman, U. F.....1933 Lexington
2752. Cromley, R. I. (Ga.).....1937 Raleigh
2772. Crowell, C. M., Jr.....1937 Mooresville
2681. Crumpler, L. H.....1934 Chapel Hill
2001. Crutchfield, T. G.....1920 Greensboro
2862. Culbreth, G. M.....1939 Southern Pines
1609. Culpepper, F. D.....1911 Louisburg
2464. Curtis, J. R.....1928 Bessemer City
2342. Cutis, R. H.....1926 Rowland

D

1835. Dailey, R. I.....1915 Reidsville
2863. Daniel, A. G.....1939 Portsmouth, Va.
1692. Daniel, E. C.....1913 Zebulon
3136. Dantzler, S. A. (S. C.).....1946 Waynesville
2830. Darden, R. J.....1938 Clinton

2099. Darlington, J. M. (Va.)....1922 Winston-Salem
3033. David, J. P.....1943 Roxboro
3092. Davis, Benard (Mo.).....1944 Winston-Salem
2888. Davis, C. E., Jr. (S. C.) ..1939 Shelby
2064. Davis, C. V.....1921 Mount Airy
2343. Davis, D. R.....1926 Williamston
1763. Davis, H. E.....1914 Andrews
2334. Davis, J. G.....1926 Spindale
1740. Davis, J. W.....1914 Edenton
1731. Davis, K. W.....1913 Winston-Salem
2965. Davis, McDonald, Jr.....1941 Roseboro
2855. Davis, M. L.....1939 Elm City
1455. Dawson, B. T.....1909 Rocky Mount
1485. Dawson, M. P.....1909 Rocky Mount
2521. Day, L. G. (S. C.).....1930 Spruce Pine
2498. Dayvault, F. W.....1929 Lenoir
2281. Deal, H. M.....1925 Lenoir
2015. Dees, R. E. L.....1920 Wallace
3119. Dees, R. R.....1946 Burgaw
2476. Dennis, C. M. (S. C.).....1928 Shelby
2832. Dever, J. H.....1938 Greensboro
2386. Dill, G. W., Jr.....1927 Morehead City
2500. Dillehay, J. T.....1929 Graham
2923. Dillon, H. E.....1940 Elkin
1773. Dinwiddie, P. H.....1914 Marshall
2600. Dodd, C. N. (Va.).....1932 Raleigh
2689. Dosher, G. R. (Mass.).....1935 Southport
1218. Douglas, J. D. (col.).....1904 Henderson
1911. Dowdy, D. A.....1907 High Point
3086. DuBose, Constance.....1945 Akron, Ohio
2702. Dudley, W. G., Jr.....1935 Reidsville
2817. Duffy, H. B.....1938 New Bern
2964. Duguid, Helen W.....1941 Chapel Hill
1961. Durham, C. T.....1917 Chapel Hill

E

2791. Eadie, E. B. (S. C.).....1938 Charlotte
2712. Easley, W. V. (col.) (D. C.).....1935 Whiteville
1594. East, J. S.....1911 Draper
2975. Eatman, G. A.....1941 Wilson
3114. Eberly, M. D. (Ind.).....1946 Charlotte
3093. Edmonds, G. H. (S. C.)....1944 Wilmington
2891. Edmonds, M. M. (Mo.)....1940 Fair Bluff
2619. Edwards, C. R.....1932 Kannapolis
3094. Edwards, G. B. (Ga.).....1944 Roseboro
2867. Edwards, L. K., Jr.....1939 Stantonsburg
2081. Edwards, O. C.....1921 Raleigh
1922. Edwards, S. M.....1917 Ayden
2940. Edwards, S. M., Jr.....1941 Ayden
1004. Edwards, T. N.....1901 Charlotte
1006. Eldridge, Julius.....1901 Winston-Salem
3072. Eller, R. C.....1944 Belmont
935. Ellington, C. W.....1899 Greensboro
1351. Elliott, A. G.....1907 Fuquay Springs
3077. *Elliott, A. G., Jr.....1945 Fuquay Springs
2522. Elson, J. R. (W. Va.).....1929 Enka
2826. Elson, J. R., Jr.....1938 Enka
3070. Estes, J. C., Jr.....1944 Raleigh
1457. Etheridge, S. B.....1909 Washington
1585. Etheridge, S. G.....1911 Elizabeth City
2008. Etheridge, T. J., Jr.....1920 Bailey
837. Eubanks, C. L.....1896 Chapel Hill
1859. Eubanks, J. N.....1916 Greensboro
2686. Evans, J. E.....1934 Marion
2170. Evans, W. B. (Ga.).....1923 Greensboro
3095. Evans, W. N. (S. C.).....1945 Marion

F

2687. Farmer, W. F.....1934 Wendell
1908. Farrell, R. D.....1917 Greensboro
2328. Farrington, J. V.....1926 Thomasville
1743. Faucett, W. P.....1915 Youngsville
1459. Faulconer, R. C.....1909 Burlington
2171. Feagin, E. L. (Ala.).....1923 Hendersonville
3127. Fearing, M. K.....1946 Manteo
2172. Fearrington, T. B. (Miss.).....1924 Valdese
2982. Felkel, O. L. (S. C.).....1941 Elloree, S. C.
2194. Ferguson, H. Q.....1924 Randleman
2467. Ferguson, J. S.....1928 Raleigh
1920. Fields, J. T., Jr.....1917 Laurinburg
1800. Finley, G. B.....1915 Marion
1797. Fishel, A. L.....1915 Winston-Salem
1946. Fisher, Lester.....1917 Statesville
1861. Fitchett, C. E.....1916 Dunn
1704. Fleming, C. H.....1913 Creedmoor
2185. Fleming, F. H., M.D.....1924 Buies Creek
3018. Flynn, H. L.....1943 Pinetops
2255. Fordham, C. C., Jr.....1925 Greensboro
1487. Fordham, C. M.....1909 Greensboro
2652. Forrest, B. B.....1933 Aillsboro
1672. Foster, Caney.....1912 Weldon
2332. Foster, D. W.....1926 West Asheville
1685. Foster, J. C. C.....1912 Tryon
2941. Foster, R. E., Jr.....1941 Marion
1735. Fowlkes, W. M.....1913 Enfield
1322. Fox, C. M.....1906 Asheboro
2781. Fox, H. S.....1937 Charlotte
2942. Fox, J. C., Jr.....1941 Durham
2843. Fox, J. H.....1939 Asheboro
1033. Fox, L. G.....1901 Rockingham
3036. Fox, Margaret L. (Mrs. J. C., Jr.).....1943 Durham
2400. Franklin, K. V.....1928 Raleigh
1564. Friczo, W. S.....1910 Concord
1434. Fullenwider, Phifer.....1908 Raleigh
1373. Fulghum, R. T.....1907 Kenly
2979. Fuller, E. R.....1941 Albemarle
2892. Fulmer, P. A. (S. C.).....1940 Greer, S. C.

2086. Furr, F. L.....1921 Durham
3055. Fussell, T. E.....1944 Rose Hill
2928. Futrell, C. L.....1940 Cary
1646. Futrelle, W. L.....1912 Wilmington

G

2898. Gaddy, E. P.....1940 Greensboro
1488. Gaddy, H. M.....1909 Charlotte
2943. Gaddy, Phil.....1941 Marshville
2770. Galloway, A. E.....1937 High Point
1810. Gamble, C. F.....1915 Monroe
2060. Gamble, J. P.....1921 Monroe
2286. Gardner, Mattie S. (Mrs. W. K.).....1925 Charlotte
1403. Gardner, T. L.....1908 Reidsville
1954. Garner, C. V.....1917 Warsaw
2465. Garren, F. O.....1928 Greenville, S. C.
2039. Garrett, Y. D. (col.).....1920 Durham
2022. Gatling, T. R. (col.) (S. C.).....1919 Reidsville
1886. Gattis, P. D.....1916 Raleigh
1124. Gilbert, Laomie.....1903 Benson
2784. Gilbert, L. M., Jr.....1937 Maxton
2069. Gilbert, W. B. (Ga.).....1921 Raleigh
2257. Gilliam, W. A.....1925 Winston-Salem
2557. Gillikin, C. E. (S. C.).....1931 Kenly
2272. Glass, P. G.....1925 Kannapolis
2731. Glass, W. T., Jr.....1936 Wilmington
2588. Glenn, E. F.....1931 Morehead City
2270. Glenn, J. S.....1925 Mount Olive
2701. Glenn, R. A.....1935 Burnsville
1602. Godfrey, P. V.....1910 Charlotte
2624. Godwin, C. F.....1932 Pine Level
2119. Goode, B. S.....1923 High Point
1489. Goode, J. A.....1909 Asheville
2294. Gooden, D. T. (Va.).....1926 Grottoes, Va.
1709. Goodrum, C. S.....1913 Davidson
2899. Goodwin, M. N.....1940 Apex
2629. Gordon, T. W.....1932 Thomasville
1100. Gorham, R. S.....1903 Rocky Mount
1916. Graham, J. C.....1917 Red Springs
1565. Grantham, L. I.....1910 St. Pauls
2771. Grantham, R. B.....1937 Red Springs
924. Green, C. F.....1899 Wilmington
2944. Greene, H. W.....1941 Wilmington
1490. Greene, H. C.....1909 Charlotte
1029. Greene, J. G.....1901 Shelby
2217. Greenwood, A. M. (col.) ..1924 High Point
3096. Gregory, W. S. (S. C.).....1944 Forest City
2736. Greyer, Mary A. B. (Mrs. J. W.).....1936 Delaplane, Va.
2295. Griffin, Octavus (Va.).....1926 Roanoke Rapids
2508. Griffin, W. R..... .....1929 Old Fort
1374. Griffith, Wiltshire.....1907 Hendersonville
1829. Grimes, G. D.....1915 Robersonville
1025. Grove, C. E.....1899 Asheville
3110. Gucker, L. V. (Ind.).....1945 Charlotte
1860. Guion, C. D.....1916 Cornelius
2055. Guion, C. L.....1921 Aberdeen
2056. Guion, H. N.....1921 Marshville
2252. Guiton, J. A.....1925 Whiteville
1856. Gurley, W. B.....1916 Windsor
2829. Guthrie, C. H.....1938 Beaufort

H

3104. Hahl, Mrs. Marguerite E.....1945 Raleigh
2273. Hair, R. C.....1925 Pineville
1939. Hairston, R. S. (col.).....1917 Winston-Salem
3050. Haith, J. W., Jr. (col.).....1944 Burlington
2601. Hall, H. B. (col.) (Ala.)....1932 Winston-Salem
1170. Hall, J. D.....1904 Scotland Neck
1028. Hall, J. M.....1901 Wilmington
2381. Hall, J. M., Jr.....1928 Wilmington
2265. Hall, J. P.....1925 Oxford
2460. Hall, I. B., Jr. (col.).....1928 Winston-Salem
2282. Hall, S. B.....1925 Mocksville
2189. Hall, S. C.....1924 Oxford
1491. Hall, S. P.....1909 Charlotte
2844. Halsey, W. B.....1939 Winston-Salem
3020. Ham, R. G.....1943 Reidsville
2146. Ham, T. J., Jr. (Va.).....1922 Yanceyville
971. Hamilton, R. L.....1900 Oxford
3128. Hamlet, J. E.....1946 Wilmington
1307. Hamlet, Reginald.....1906 Raleigh
2147. Hamlin, J. T. (col.) (W. Va.).....1922 Raleigh
2945. Hamlin, V. C., Jr. (col.) ..1941 Raleigh
2792. Hammond, H. A. (S. C.)..1937 Charlotte
156. Hancock, F. W.....1881 Oxford
1323. Hand, J. K.....1906 No. Charlotte
1291. Hardee, A. K.....1905 Graham
2850. Hardee, A. K., Jr.....1939 Charlotte
2714. Harden, Wilkins (Ark.)....1936 Charlotte
2148. Hardwicke, St. J. H. (S. C.).....1923 Wake Forest
3129. Hardy, R. W.....1946 Sylva
1893. Harper, C. T.....1916 Charlotte
2456. Harper, W. L.....1928 Hendersonville
2209. Harris, J. C.....1924 Durham
2660. Harris, T. B.....1933 Marion
2616. Harris, W. B.....1932 High Point
3123. Harrison, J. W.....1946 Asheville
2321. Harrison, L. S.....1926 Greenville
1462. Harrison, T. N., Jr.....1909 Greenville
1492. Hart, G. W.....1909 Winston-Salem
940. Hart, L. W.....1899 China Grove
2682. Hartis, G. C.....1934 Winston-Salem
1404. Harville, R. C.....1908 Gastonia
2251. Haupt, Edward.....1925 Newton
1865. Hayes, G. E.....1916 Hickory
1722. Haymore, J. B.....1913 Kinston

603. Hays, Francis B.....1890 Oxford
3078. Hege, G. D.....1945 Fayetteville
1437. Henderson, A. J. (col.).....1908 Fayetteville
2756. Hendrick, A. B. (S. C.)....1937 Monroe
2877. Hendrix, J. O.....1939 Canton
3032. Henley, J. T.....1943 Hope Mills
2841. Henriksen, H. E. (S. C.)..1939 Charlotte
2929. Herndon, H. H. (Ga.).....1940 Gastonia
1171. Herndon, M. D.....1904 Durham
316. Herring, Doane.....1884 Wilson
1944. Herring, N. B.....1917 Wilson
3058. Herring, R. McP.....1944 Clinton
1375. Herring, R. R.....1907 Oxford
2715. Hertzog, C. W. (S. C.).....1935 Lynchburg, Va.
1567. Hesterly, L. E.....1910 Hendersonville
2677. Hicks, A. M.....1934 Charlotte
1493. Hicks, C. G.....1909 Raleigh
1007. Hicks, J. E. F.....1901 Goldsboro
2509. Hill, G. L. (col.).....1929 New Bern
2012. Hocutt, D. D.....1920 Henderson
2271. Hodges, F. H.....1925 Decatur, Ga.
3105. Hoffman, E. N. (S. C.) ....1945 Wilmington
1752. Hoffman, J. F., Jr.....1914 High Point
2122. Hogan, A. L.....1923 Kinston
1724. Holding, T. E., Jr.....1913 Wake Forest
3007. Holland, L. L.....1942 Hamlet
2019. Holland, R. F. (S. C.).....1919 Charlotte
3002. Holland, T. M.....1942 Mount Holly
1240. Holland, W. F.....1905 Mount Holly
2734. Hollowell, W. C.....1936 Greenville
3043. Hollowell, W. H., Jr.....1944 Edenton
2419. Holroyd, R. McF. (W. Va.).....1927 Whiteville
2515. Holshouser, J. L.....1929 Chapel Hill
2695. Holt, F. A.....1935 Brevard
2868. Honeycutt, G. W.....1939 Raleigh
3001. *Hood, D. H. .....1942 Dunn
1494. Hood, H. C.....1909 Smithfield
1595. Hood, J. C.....1911 Kinston
3028. Hood, Mary Marsh.....1943 Kinston
1712. Hood, P. C.....1913 Dunn
2283. Hood, T. R.....1925 Dunn
1101. Hood, W. D.....1903 Smithfield
1782. Hooper, F. L.....1914 Sylva
2930. Hooper, J. L., Jr. (Ga.)....1941 Hiawassee, Ga.
1495. Horne, C. O'H.....1909 Greenville
1063. Horne, S. R.....1902 Fayetteville
1376. Horne, W. H.....1907 Greenville
951. Horne, W. W.....1900 Fayetteville
1844. Horseley, H. T.....1915 Belmont
2085. Horton, J. P.....1921 No. Wilkesboro
2175. Hough, J. T. (S. C.).....1923 Charlotte
1522. House, Joseph.....1910 Beaufort
2705. Houser, W. H.....1935 Cherryville
3011. Howell, J. G. (S. C.).....1942 Charleston, S. C.
3061. Howell, W. L., Jr. (Ga.) ..1943 Candor
1408. Howerton, J. L.....1900 Greensboro
1813. Hoyle, M. H.....1915 Cooleemee
2793. Hubbard, Estill (Ky.) .....1938 Lexington, Ky.
1538. Hunnicutt, F. J.....1910 Durham
1546. Hunter, J. B.....1910 Charlotte
3006. Huntley, C. O.....1942 Lenoir
2696. Huntley, W. A.....1935 Kernersville
2633. Huss, K. W.....1933 Lincolnton
1542. Hutchins, J. A.....1910 Winston-Salem

I

2878. Ingle, C. E.....1939 West Asheville
2009. Ingram, L. M.....1920 High Point
2980. Inman, G. G.....1941 Wilmington
2946. Irwin, D. A.....1941 Elkin
3021. Irwin, R. L.....1943 Elkin
2446. Isler, J. H. (col.).....1928 Charlotte
1753. Isler, W. A. (col.).....1914 N. Y. C., N. Y.

J

2385. Jackson, J. C.....1928 Lumberton
2222. Jackson, Leonidas.....1924 Erwin
2559. Jackson, O. J. (col.) (Tenn.).....1930 Goldsboro
927. Jacocks, F. G.....1899 Elizabeth City
1463. James, A. A.....1909 Winston-Salem
2512. James, C. J.....1929 Hillsboro
1377. James, S. T. (col.).....1907 Durham
1545. Jarrett, L. M.....1910 Biltmore
1244. Jenkins, J. V.....1905 Rocky Mount
1438. Jenkins, L. W.....1908 Tabor City
2375. Jenkins, Sam.....1928 Walstonburg
2596. Jenkins, W. I. (Va.).....1931 Biscoe
1756. Jernigan, R. W.....1914 Chapel Hill
2947. Johnson, A. R.....1941 Kerr
930. Johnston, A. S.....1899 Smithfield
2396. Johnson, G. P.....1927 Jacksonville
2223. Johnson, J. E., Jr.....1924 Lumberton
1937. Johnson, J. H.....1917 No. Wilkesboro
2716. Johnson, O. L. (Md.)..... 1935 Charlotte
3022. Johnson, R. H.....1943 Robbins
2232. Johnson, R. J. (S. C.).....1924 Asheville
2733. Johnson, T. B.....1936 Hickory
3034. Johnson, T. H.....1943 Raleigh
2200. Johnson, W. L.....1924 Raleigh
2006. Johnson, W. R.....1920 Raleigh
2632. Johnson, W. S.....1933 Rocky Mount
2739. Johnson, W. W.....1936 Fuquay Springs
2966. Johnson, G. F.....1941 Chapel Hill
3049. Johnston, C. A.....1944 Littleton
2151. Joiner, A. E. (Ga.).....1923 High Point
2034. Joiner, L. B. (S. C.).....1920 Salisbury
1589. Jones, Alpheus.....1911 Warrenton
2233. Jones, Dolan (Ga.).....1925 Monroe
2851. Jones, G. H.....1939 Zebulon

1174. Jones, H. E. (col.).....1904 Rock Hill, S. C.
1693. Jones, J. Hunter.....1913 Haw River
2152. Jones, J. L. (Ga.).....1922 Canton
1940. Jones, M. L. (Tenn.).....1937 Asheville
2041. Jordan, D. L.....1921 Raleigh
3023. Jowdy, A. W., Jr.....1943 New Bern
1766. Joyner, J. D.....1914 Gastonia

K

2576. Kale, R. G.....1931 Salisbury
3113. Kearns, T. N. (Ga.).....1946 Asheboro
2690. Keenum, R. F. (Tenn.)....1935 Hazelwood
1892. Keever, J. W., M.D.....1916 Hickory
918. Kellam, R. A.....1898 Pinehurst
2350. Kelly, G. C.....1926 Lillington
2967. Kelly, H. L.....1941 Durham
3130. Kennedy, Miss Lucy L.....1946 Durham
959. Kendall, B. H.....1900 Shelby
1079. Kerner, L. C.....1902 Henderson
3024. Kerr, B. D.....1943 Mooresville
1466. Kerr, James.....1909 Liberty
1356. Kibler, R. E.....1907 Morganton
2999. King, A. H.....1942 Durham
2399. King, B. F.....1928 Hickory
1046. King, H. L.....1902 Durham
1496. King, J. R.....1909 East Durham
3097. King, V. J. (S. C.).....1945 High Point
2029. King, W. H. (col.) (S. C.)1919 Greensboro
1997. Kirby, G. S., Jr.....1920 Marion
2421. Kirkpatrick, G. L. (S. C.)1927 Black Mountain
2948. Kiser, R. A.....1941 Gastonia
2758. Klein, B. F. (Pa.).....1936 Asheville
3079. Knight, E. H.....1945 Black Mountain
2193. Knight, R. S., Jr.....1924 Columbia
952. Koonce, J. E.....1907 Chadbourn
1799. Koonce, T. R.....1915 Fair Bluff
2580. Koonts, A. A.....1931 High Point
3000. Kornfeld, Abram.....1942 Rocky Mount
2931. Kraus, Emma M. (Va.)....1940 Charlotte
2586. Kritzer, E. L.....1931 Albemarle
2267. Kunkle, A. B.....1925 Norfolk, Va.

L

1409. Lafferty, P. M.....1908 Concord
2178. Lamar, W. L. (Ala.).....1923 Albemarle
2116. Lamm, L. M.....1923 Mount Airy
1358. Lane, W. A.....1907 Winston-Salem
1581. Lane, W. C.....1911 Sanford
2120. Langdon, R. E.....1923 Fayetteville
2746. Langdon, Roscoe.....1936 Columbia, S. C.
3080. Langston, D. O.....1945 Raleigh
2662. Lasley, C. G. (Pa.).....1934 Hickory
1880. Lasley, M. I.....1916 Winston-Salem
2836. Laughlin, D. A. (Pa.).....1939 Raleigh
2049. Layton, C. C.....1921 High Point
2457. Lazarus, Joseph.....1928 Sanford
1439. Lea, L. J.....1908 Laurinburg
2013. Lea, V. D.....1920 Durham
1148. LeBoo, P. S. (col.).....1903 Wilmington
1942. Ledbetter, E. D.....1917 Chapel Hill
2932. Ledford, J. E. (Ga.).....1940 McCaysville, Ga.
1128. Lee, P. A.....1903 Dunn
2387. Le Gette, J. S.....1927 Charlotte
815. Leggett, W. A.....1896 Edenton
2261. LeMon, H. H. (col.).....1925 High Point
2481. Lever, T. H.....1928 Charlotte
2933. Lewis, B. B. (Ohio).....1941 Kings Mountain
1671. Lewis, H. R.....1912 Asheville
1675. Lewis, R. B.....1912 Statesville
2783. Lewis, W. C.....1937 Kannapolis
2949. Lewis, W. K.....1941 Mount Olive
2749. Libbus, T. A.....1936 New Bern
2831. Link, F. P.....1938 Reidsville
2788. Linn, T. L.....1938 Landis
1467. Lisk, D. C.....1909 Charlotte
2901. Lloyd, A. A.....1940 Hillsboro
2011. Lloyd, T. P.....1920 Chapel Hill
1468. Loftin, J. U.....1909 Albemarle
1469. Lord, C. A.....1909 Asheville
2927. Lorek, L. A.....1940 Wilmington
2706. Lovett, H. E.....1935 Liberty
1976. Lowry, W. A.....1919 Alexandria, Va.
1670. Lunn, F. H.....1912 Winston-Salem
667. Lutterloh, I. H., M.D.....1891 Sanford
1357. Lutz, H. C.....1907 Hickory
2852. Lynch, Ernestine B. (Mrs. H. W.).....1939 Chapel Hill
1176. Lynch, N. W.....1904 Tarboro
2872. Lynch, W. F.....1939 Fairmont
1774. Lyon, F. F.....1914 Oxford
2510. Lyon, J. F.....1929 Rocky Mount
1666. Lyon, O. H.....1912 Lillington
1379. Lyon, R. P.....1907 Wadesboro
2279. Lytle, W. H. (col.).....1925 Raleigh

M

1902. Mabry, C. S.....1917 Hamlet
1833. Macon, A. B.....1915 Mount Airy
1645. Malone, C. E.....1912 Salisbury
2609. Maness, R. C.....1932 Greensboro
1081. Mansfield, A. L.....1902 Carolina Beach
2469. Markham, G. W.....1928 Fayetteville
1330. Marsh, N. F.....1906 Siler City
1994. Martin, A. N.....1920 Roanoke Rapids
1849. Martin, S. L., Jr.....1915 Spray
1687. Mathes, T. J.....1912 Durham
2078. Mathews, G. W. (S. C.) ..1920 Asheville
1918. Matthews, C. E., Jr.....1917 Roanoke Rapids
958. Matthews, G. E.....1900 Fayetteville
2780. Matthews, J. I.....1937 Raleigh
1550. Matthews, W. F.....1910 Randleman

2729. Matthews, W. F., Jr.....1936 Raleigh
3035. Mattison, Elizabeth W. (Mrs.....).....1943 Chapel Hill
1528. Mattocks, A. M.....1910 Greensboro
2268. Mauney, W. McC.....1925 Murphy
1639. May, T. H.....1912 Wake Forest
2971. Mayrand, L. P.....1941 Greensboro
1048. MacNair, W. R.....1902 Angier
2997. McAdams, J. W.....1942 Burlington
2694. McAllister, H. C.....1935 Chapel Hill
1411. McArthur, R. M.....1908 Suffolk, Va.
2065. McBane, J. O. D.....1921 Greensboro
2023. McBride, T. L. (Pa.).....1919 Marshville
2787. McBryde, R. V.....1937 Fayetteville
2704. McCollum, N. H., Jr.....1935 Leaksville
2628. McCombs, L. M.....1932 Raleigh
2348. McCrimmon, D. D.....1926 Pittsboro
2996. McCrimmon, D. G.....1942 Robbins
2277. McCrummen, D. C.....1925 Aberdeen
2540. McDaniel, P. L.....1930 Arlington, Va.
1569. McDonald, A. H.....1910 West Durham
2215. McDonald, W. R., Jr.....1924 Hickory
2053. McDowell, N. O.....1921 Scotland Neck
3052. McDowell, N. O., Jr.....1944 Scotland Neck
1742. McDuffie, Roger A.....1914 Greensboro
2902. McFalls, C. D.....1940 Madison
2859. McFalls, O. W.....1939 Pomona
2903. McFalls, S. W.....1940 Greensboro
2960. McGee, J. C.....1941 Asheville
2995. McGowan, D. F.....1942 Asheboro
805. McKay, D. McN.....1895 Durham
1767. McKay, J. W.....1914 Hazelwood
1801. McKenzie, L. McK.....1915 Lumberton
1050. McKesson, L. W.....1902 Statesville
1498. McKnight, L. E.....1909 Fayetteville
2993. McKnight, L. E., Jr.....1942 Fayetteville
3106. McLean, A. L., Jr.....1945 Raleigh
2691. McLean, E. J. (Ga.).....1934 Moultrie, Ga.
2767. McLean, G. W.....1937 Clinton
1472. McLelland, J. H.....1909 Troutman
2395. McLeod, A. B.....1928 Kinston
1584. McManus, M. T. Y.....1911 Winston-Salem
1825. McMillan, B. F., Jr.....1915 Lumberton
2550. McNeil, A. D.....1930 Norwood
1247. McNeill, G. R.....1905 Whiteville
2904. McNeill, J. A.....1940 Whiteville
2679. McNeill, L. J.....1934 Norwood
2016. Mebane, W. M.....1920 Fayetteville
2213. Melvin, M. B.....1924 Raleigh
2005. Melvin, P. J.....1920 Roseboro
2483. Meroney, F. P. (Tenn.)....1928 Bryson City
2424. Merriman, W. D. (S. C.)..1928 Charlotte
1846. Merritt, N. H.....1915 Durham
1963. Miles, M. C.....1917 Henderson
2970. Millaway, E. D.....1941 Burlington
2304. Miller, A. J. (Mich.).....1925 Hendersonville
1862. Miller, C. M.....1916 Wallace
986. Miller, E. H.....1898 Mooresville
2919. Miller, P. W.....1940 Salisbury
2717. Miller, R. E. (S. C.).....1935 Wilmington
1883. Millican, A. G.....1916 Wilmington
2782. Millis, A. E.....1937 Durham
1815. Mills, J. A.....1915 Tabor City
2062. Mills, J. C.....1921 Cliffside
2922. Minton, S. S., Jr.....1940 Elkin
2693. Mitchell, C. E. (S. C.).....1934 Highlands
1840. Mitchell, C. P.....1915 Elizabeth City
2338. Mitchell, F. T.....1926 Fairmont
1707. Mitchell, H. G.....1913 Burlington
2738. Mitchell, J. D.....1936 Charlotte
847. Mitchener, J. A.....1897 Edenton
2775. Mitchener, J. A., Jr.....1937 Edenton
2748. Mitchener, Mary P. (Mrs. J. A., Jr.).....1936 Edenton
2897. Mock, C. H. (Tenn.).....1939 Boone
1129. Montague, G. W.....1903 Durham
3081. Montesanti, J., Jr.....1945 Southern Pines
2031. Mooneyham, A. O. (Ala.)1919 Asheville
2425. Mooneyham, O. J. (Ga.)..1928 Avondale
2426. Moore, A. L. (Ga.).....1927 Mount Ulla
2004. Moore, A. R.....1920 Wilson
875. Moore, B. C.....1897 Rocky Mount
2994. Moore, B. M.....1942 Eastport, N. Y.
2404. Moore, H. P.....1927 Hendersonville
1588. Moore, J. P.....1911 Wilmington
2327. Moore, M. A.....1926 Tarboro
2759. Moore, T. E. (Va.).....1936 Norfolk
2339. Moore, T. J.....1926 Wilson
1747. Moose, G. K.....1914 Boone
2372. Moose, H. A.....1928 Mount Pleasant
2365. Moose, W. L. (Md.).....1926 Greensboro
2819. Morris, A. F.....1938 Raleigh
1331. Morrison, M. D.....1906 Wilson
1499. Morton, J. X., M.D.....1909 Faison
3053. Morton, W. A.....1945 Atlanta, Ga.
2648. Moss, F. M.....1933 Gastonia
1629. Mullen, L. B.....1912 Asheville
1733. Munday, C. C.....1913 Taylorsville
1991. Mundy, J. C.....1921 China Grove
1657. Murchison, E. E.....1912 Rocky Mount
1727. Murphrey, L. W.....1913 Rocky Mount
3062. Murphy, Beth M.....1944 Atlanta, Ga.
1606. Murphy, J. C.....1911 Charlotte
2548. Murr, G. F.....1930 Thomasville
3067. Murray, Alexander (W. Va.).....1944 High Point
2730. Murrell, H. T.....1936 Salisbury

N

2096. Nance, J. S.....1922 Charlotte
2672. Neal, C. L.....1934 Suffolk, Va.
2785. Neil, J. W.....1937 Laurinburg
2497. Nelson, J. B.....1929 Reidsville
2325. Nelson, S. G.....1926 Aulander
1913. Nelson, W. G.....1917 Atlanta, Ga.
2380. Neville, Augustus, Jr.....1928 Spring Hope
1934. Newsome, H. C.....1917 Winston-Salem
1178. Nicholson, A. T.....1904 Tarboro
2614. Nicholson, E. N.....1932 Murfreesboro
1516. Nicholson, M. A.....1910 Troy
2795. Noell, R. J. (Ga.).....1938 Asheville
2181. Norman, J. P. (Va.).....1924 Greensboro
993. Nottingham, G. S.....1901 Norfolk, Va.
1310. Nowell, Edwin.....1906 Johnson City, Tenn.
1537. Nowell, W. R.....1910 Wendell

O

2466. Oakley, C. H.....1928 Roxboro
2950. Oakley, C. S.....1941 Mebane
2802. Oates, C. C., Jr.....1938 Hendersonville
2879. O'Daniel, J. S.....1939 Hickory
637. O'Hanlon, E. W.....1891 Winston-Salem
2665. Oliver, E. W. (Ala.).....1933 Greensboro
3012. Oliver, G. G. (S. C.).....1943 Laurinburg
2315. O'Neal, W. P.....1926 Belhaven
1381. Overman, H. S.....1907 Elizabeth City
3154. Owen, F. R. (Ga.).....1935 Tryon
3040. Owens, T. Q.....1943 Whiteville
3063. Oxner, G. L. (S. C.).....1944 Greensboro

P

1036. Page, B. F.....1901 Raleigh
2803. Page, C. E., Jr.....1938 Henderson
2220. Palmer, A. W.....1924 Sanford
3155. Parker, A. F. (Fla.).....1943 Goldsboro
3120. Parker, J. G. (col.).....1946 Durham
2474. Parker, N. Maceo (col.).....1929 Jacksonville
1299. Parker, R. H.....1905 Columbia
1333. Parker, R. S.....1906 Murphy
2123. Parker, W. W., Jr.....1923 Henderson
2827. Parks, W. A.....1938 Fort Mills, S. C.
2569. Parrish, Leland E.....1931 Rocky Mount
3101. Parsons, R. H.....1945 Margaretville, N. Y.
1013. Patterson, W. D.....1901 Elizabethtown
1500. Peacock, M. A.....1909 Benson
1621. Pearson, Maleria D. (Mrs. J.) (col.).....1911 Durham
3131. Pecora, Ruth P. (Mrs. J.).....1946 Chapel Hill
2089. Pegram, Addie B. (Mrs. C. W.).....1922 Apex
1783. Pender, F. H.....1914 Asheville
1668. Perry, D. L. (col.).....1912 Fayetteville
1082. Perry, W. M.....1902 Elizabeth City
2568. Perry, W. R. (col.).....1931 Burlington
2934. Peters, D. B. (D. C.).....1940 Murfreesboro, Tenn.
1995. Petrea, F. S.....1920 Greensboro
2452. Phifer, B. R.....1928 Spencer
2675. Phillips, J. E.....1934 Wilson
2014. Phillips, M. B.....1920 Albemarle
2833. Phillips, O. J.....1938 Macon, Ga.
2329. Phillips, W. P.....1926 Morganton
3029. Pickard, J. F.....1943 Greensboro
2951. Pickard, J. M.....1941 Durham
1998. Pierce, J. S.....1920 Rocky Mount
2349. Pigott, D. S.....1926 New Bern
2905. Pike, J. M.....1940 Concord
2861. Pike, J. W., Jr.....1939 Concord
2880. Pilkington, E. L.....1939 Goldsboro
1180. Pinnix, J. M.....1904 Kernersville
1382. Pinnix, W. M.....1907 New Bern
816. Pleasants, F. R.....1896 Louisburg
2906. Plemmons, D. A.....1940 Asheville
1519. Polk, J. B.....1910 Durham
2204. Poole, L. B.....1924 Thomasville
2597. Pope, A. R. (Ga.).....1931 Gastonia
1821. Porter, C. D.....1915 Concord
1660. Porter, Ernest.....1912 Concord
3098. Porter, J. B. (Kan.).....1945 West Jefferson
2598. Porter, J. D. (Ga.).....1931 Emporia, Va.
1802. Powell, J. C.....1915 Winston-Salem
2881. Pressly, C. P.....1939 Charlotte
2804. Price, H. G.....1938 Raleigh
2007. Price, S. H.....1920 Mooresville
2910. Proctor, W. V.....1940 Charlotte
2801. Provo, Jean Bush (Mrs.).....1938 Raleigh
2697. Puckett, U. S.....1935 Stovall
2111. Pugh, E. S.....1922 Windsor
2732. Purcell, D. C.....1936 Salisbury
954. Purcell, S. M.....1900 Salisbury
2915. Purcell, S. M., Jr.....1940 Salisbury

Q

1416. Quinn, F. D.....1908 Shelby

R

2314. Raker, W. G.....1926 Lexington
2907. Rand, T. R., Jr.....1940 Raleigh
2873. Rankin, W. B.....1939 Boston, Mass.
2589. Ratley, W. A.....1931 Goldsboro
1884. Ray, E. L.....1916 Asheboro
2611. Ray, Fred'k, Jr.....1932 Jonesboro
2269. Rayburn, H. L.....1925 Charlotte
2607. Reamer, I. T. (Md.).....1931 Durham
2724. Reaves, H. C.....1936 Asheboro
2535. Reaves, L. E., Jr.....1930 Ontario, Calif.
2615. Register, M. O.....1932 Clinton

1870. Reid, S. H.....1916 Washington
1669. Reins, C. C.....1912 Winston-Salem
1641. Rhineheardt, C. B.....1912 Asheville
2871. Rhodes, J. F.....1939 Winston-Salem
2110. Rhyne, C. L. (Ga.).....1922 Charlotte
1503. Rhyne, W. F.....1909 Gastonia
2262. Rice, L. D.....1925 Maxton
3044. Richardson, A. DeV.....1944 Chapel Hill
1389. Richardson, L. W.....1907 Goldsboro
2546. Richardson, O. K.....1930 Elkin
2584. Richardson, W. R.....1931 Boone
1680. Ridenhour, D. G.....1912 Mt. Gilead
3102. Riegel, M. S.....1945 Clifton Springs, N. Y.
2432. Rigby, J. N. (S. C.).....1928 Ahoskie
1386. Riggan, R. D.....1907 Raleigh
3103. Riggsbee, E. L.....1945 Durham
2882. Rigsbee, E. L.....1939 Durham
1647. Rimmer, E. F.....1912 Sanford
2916. Rimmer, Helen B. (Mrs. E. F.).....1940 Sanford
2083. Rimmer, R. M.....1921 Franklin
1301. Ring, C. A.....1905 High Point
2468. Ring, C. A., Jr.....1928 High Point
1182. Ring, L. B.....1904 Ozona, Fla.
2627. Rittenbury, R. S.....1932 Charlotte
1827. Rives, H. L.....1915 Bethel
2511. Roberson, Culas.....1929 Spray
2973. Roberts, H. E.....1941 Marshall
1969. Roberts, Herschel.....1918 Weaverville
1517. Robertson, E. Guy.....1910 Norfolk, Va.
2674. Robinson, Carlton.....1934 Winston-Salem
2740. Robinson, D. P.....1936 Oxford
1311. Robinson, G. C.....1906 Charlotte
3137. Robinson, Harriett A. (S. C.).....1946 Lumberton
1364. Robinson, J. L.....1907 Belmont
2816. Robinson, T. R., Jr.....1938 Goldsboro
1644. Rogers, R. P.....1912 Durham
2527. Rogers, W. L. (S. C.).....1929 Pembroke
2720. Rollins, E. W. (S. C.).....1935 Winston-Salem
1337. Rose, I. W.....1906 Chapel Hill
1806. Rosenbaum, C. D.....1915 Tarboro
3059. Rosser, J. H.....1944 Vass
1254. Roth, R. H.....1905 Asheville
2700. Rouse, L. L.....1935 Fayetteville
2952. Royall, G. E., Jr.....1941 Elkin
2263. Roycroft, W. R.....1925 Coats
1419. Rudisill, J. S.....1908 Forest City
2984. Russell, H. G. (Ga.).....1942 Raleigh
2874. Russell, J. M., Jr.....1939 Canton
2983. Russell, P. B. (Nebr.).....1941 Los Angeles, Cal.
2924. Russell, T. W.....1940 High Point

S

3064. Salley, B. M., Jr. (S. C.)..1944 Charlotte
1554. Salley, W. M.....1910 Asheville
1533. Salling, A. T.....1910 Wilmington
3132. Salter, Evelyn E.....1946 Beaufort
1420. Sample, W. A.....1908 Statesville
1658. Sanders, A. J.....1912 Clover, S. C.
2796. Sanders, C. A. (S. C.) .....1937 Albemarle
1852. Sanford, R. D.....1916 Lumberton
2240. Sappenfield, J. A. (Ga.)....1924 Kannapolis
1421. Sappenfield, W. A.....1908 Statesville
1152. Sauls, M. M.....1903 Ayden
2368. Saunders, L. S. (Va.).....1926 Olive, Calif.
2917. Savage, M. C.....1940 Roanoke Rapids
2433. Savage, Robert (Md.) .....1928 Greensboro
2308. Sawyer, R. B. (Colo.).....1925 Winston-Salem
3045. Scharff, R. C.....1944 Norfolk, Va.
3057. Scholl, Phyllis J. (Ohio)....1944 Fort Wayne, Ind.
2991. Scoggin, H. P.....1942 Louisburg
1256. Scoggin, L. E.....1905 Louisburg
2572. Scoggin, L. E., Jr.....1931 Louisburg
1875. Scruggs, B. P.....1916 Rutherfordton
1366. Secrest, A. McD.....1907 Monroe
682. Sedberry, H. S.....1892 Rocky Mount
2379. Selden, J. S.....1928 Weldon
2908. Senter, L. M.....1940 Carrboro
2055. Senter, P. L.....1921 Carrboro
2313. Sewell, G. L.....1926 Kinston
1338. Shade, I. A. (col.).....1906 Wilson
2990. Shade, K. M. (col.).....1942 Wilson
1929. Shaw, R. S.....1917 Scotland Neck
2953. Sheffield, B. C., Jr.....1941 Warsaw
1988. Sheider, G. A. (Ga.).....1918 Asheville
843. Shell, J. E.....1896 Lenoir
824. Sheppard, J. W.....1896 Charlotte
2075. Sherard, J. F. (S. C.).....1920 Leaksville
2721. Sherrod, W. I. (Tenn.).....1936 Erwin, Tenn.
3030. Shields, C. L.....1943 Burgaw
2666. Shigley, H. H. (Ohio).....1934 Asheville
1973. Shook, Eulan.....1918 Hickory
1088. Shore, M. L.....1902 Raleigh
2214. Shuford, L. D.....1924 Forest City
2989. Simmons, F. J.....1942 Conover
2585. Simmons, H. R.....1931 Whiteville
2856. Simmons, W. C.....1939 Hickory
1772. Singletary, F. B.....1914 Greensboro
1014. Singletary, W. O.....1901 Winston-Salem
2221. Sisk, C. J.....1924 Asheville
1085. Sisk, C. T.....1902 Asheville
2742. Sisk, R. C.....1936 Asheville
2391. Sitison, J. A.....1927 Mount Airy
2935. Skinner, F. L. (Va.).....1941 Spencer
3111. Slesinger, Stanley (D.C.)..1945 Raleigh
2435. Sloan, R. R. (Va).....1927 Rutherfordton
2875. Sloan, W. L.....1939 Graham
1017. Sloop, L. L.....1901 High Point

2378. Sloop M. B.....1928 Hickory
932. Smith, C. H.....1899 Charlotte
1556. Smith, C. N.....1910 Washington, D. C.
2195. Smith, D. A.....1924 Baltimore, Md.
2972. Smith, E. H., Jr.....1941 Lynchburg, Va.
1952. Smith, F. L.....1917 Brevard
2810. Smith, H. E.....1938 Conover
3056. Smith, Jesse Lee.....1944 Durham
2241. Smith, J. M. (Wis.).....1925 Spartanburg,S.C.
2183. Smith, J. P. F. (S. C.).....1923 West End
1634. Smith, Leon.....1912 Kannapolis
2926. Smith, L. Wriston.....1940 Kannapolis
2768. Smith, O. W.....1937 Pilot Mountain
2403. Smith, T. E.....1927 Goldsboro
2488. Smith, V. F. (Mo.).....1929 Greensboro
2776. Smith, W. J.....1937 Chapel Hill
1678. Smith, W. O.....1912 Arlington, Va.
2603. Sparkman, D. D., Jr. (Va.).....1931 St. Pauls
2336. Sparks, J. E.....1926 Elizabeth City
2961. Sparks, L. R., Jr.....1941 Durham
2641. Spencer, B. W., Jr. (S.C.)1932 Durham
2642. Spencer, R. B. (Va.).....1932 Raleigh
2437. Stacy, L. B. (Ga.).....1928 Gastonia
3138. Stalcup, H. R. (Ind.).....1946 Kinston
1769. Stainback, T. E.....1914 Norfolk, Va.
2505. Stamps, J. N.....1929 High Point
1260. Stanback, T. M.....1905 Spencer
1637. Stancill, J. H.....1912 Charlotte
2678. Stanley, V. E.....1934 Charlotte
2565. Stein, Meyer.....1930 Philadelphia, Pa.
3121. Stephens, Frank.....1946 Quantico, Va.
1818. Stephens, J. L., M.D. (col.).....1915 Cleveland, Ohio
2921. Stevens, M. W.....1940 Broadway
1919. Stevenson, J. T.....1917 Elizabeth City
1153. Stewart, W. M.....1903 Charlotte
1557. Stimson, J. H.....1910 Statesville
2506. Stone, B. F.....1929 Elizabethtown
2762. Stone, B. M. (Fla.).....1936 Charlotte
2626. Stone, E. V.....1932 Charlotte
2094. Stone, W. L.....1922 Franklinton
1936. Stowe, C. D.....1917 Portsmouth, Va.
1558. Stowe, H. R.....1910 Charlotte
1422. Stowe, L. H.....1908 Charlotte
766. Streetman, J. W.....1894 Marion
2613. Strickland, C. B.....1932 Fayetteville
3071. Stringfield, Billie J. (Mrs. P. C., Jr.).....1944 Dallas, Texas
2496. Strowd, Dortch.....1929 Kinston
2887. Sullivan, H. M. (S. C.) ....1940 Waynesville
2453. Sullivan, L. S.....1928 Durham
1578. Summey, K. N.....1910 Mount Holly
1926. Summey, P. B.....1917 Mount Holly
2869. Suominen, M. M. (Mrs. W. N.).....1939 Rocky Mount
3046. Sutphin, E. C.....1944 Galax, Va.
1340. Suttle, J. A.....1906 Shelby
2698. Suttlemyre, C. P.....1935 Hickory
1785. Suttlemyre, P. J.....1914 Hickory
1744. Sutton, J. L.....1914 Chapel Hill
2224. Swaney, C. A.....1924 Winston-Salem
882. Swaringen, DeWitt C.....1897 China Grove
1592. Swindell, E. S.....1911 Durham
1388. Sykes, R. J.....1907 Greensboro

T

2604. Tainter, D. W. (Tenn.)....1931 Marion
1020. Tarkenton, E. L.....1901 Wilson
1312. Tart, D. W.....1906 Roseboro
3025. Tart, P. E.....1943 Dunn
2703. Tate, D. O.....1935 Charlotte
2256. Tate, E. H.....1925 Lenoir
2455. Tatum, J. M.....1928 Asheville
1423. Taylor, C. A.....1908 Washington
1577. Taylor, D. G.....1910 Leaksville
2797. Taylor, H. R. (col.) (Tenn.).....1938 Tarboro
2786. Taylor, H. T.....1937 Rocky Mount
1948. Taylor, J. C.....1917 Durham
2398. Taylor, L. B.....1928 Conway
2737. Taylor, N. T.....1936 Raleigh
1627. Taylor, W. P.....1912 Roanoke Rapids
3047. Teague, J. R.....1944 High Point
2988. Tee, H. C., Jr.....1942 Harrington, Del.
2353. Templeton, G. S.....1926 Mooresville
2333. Tennant, W. D., Jr.....1926 Crossnore
3038. Terrell, J. A., Jr.....1943 Sanford
1701. Thomas, E. E.....1913 Roxboro
1086. Thomas, E. R.....1902 Erwin
2839. Thomas, F. E. (Ala.).....1938 Charlotte
2883. Thomas, J. I.....1939 Wallace
2577. Thomas, P. L.....1931 Roxboro
1604. Thomas, W. G., Jr.....1911 Varina
1087. Thompson, A. J.....1902 Badin
2811. Thompson, H. O.....1937 Chapel Hill
2258. Thompson, J. L.....1925 Reidsville
2242. Thompson, J. V. (S. C.) ..1924 Richlands
2190. Thompson, Paul H.....1924 Fairmont
2987. Thompson, T. H. (col.)....1942 Danville, Va.
2884. Thornton, G. P.....1939 Goldsboro
2986. Thornton, J. W., Jr.....1942 Dunn
1754. Thornton, W. H.....1914 Newton
2156. Threatt, J. B. (Ga.).....1922 Durham
3112. Tilles, Irving, (N. J.).....1946 High Point
2159. Tilley, J. E.....1923 Winston-Salem
3133. *Timberlake, C. V., Jr. ....1946 Youngsville
1947. Tingen, W. Z.....1917 Charlotte
2440. Tolson, J. G., Jr. (S. C.)..1927 Henderson

1600. Toms, B. C.....1911 Salisbury
1990. Toms, E. R. (Ga.).....1919 Wilmington
968. Townsend, E. F.....1900 Red Springs
1520. Townsend, J. H.....1910 Red Springs
1703. Trent, J. A.....1913 Danville, Va.
2160. Tripp, G. O.....1923 Carolina Beach
1343. Trotter, J. R.....1906 Salisbury
2985. Trotter, P. L.....1942 Chapel Hill
879. Tucker, R. H.....1897 Reidsville
2847. Tunstall, J. P.....1939 Washington
1808. Turlington, J. E.....1915 Lumberton
2045. Turnmyre, A. P.....1921 Mount Airy
2778. Tyson, J. W.....1937 Greensboro
2834. Tyson, W. B.....1938 Hickory

U

2570. Umstead, O. L.....1931 Durham
2493. Underhill, J. A. (S. C.) ....1928 Madison
2954. Underwood, H. P., Jr.....1941 Fayetteville
2667. Upchurch, M. T.....1934 Smithfield
2578. Usher, J. T.....1931 Greensboro

V

2909. Varner, S. E., Jr.....1940 Brevard
2311. Vaughan, A. M. (Mo.).....1926 Norfolk, Va.
3054. Vial, L. W. R., Jr.....1944 Pinehurst
1445. Vinson, E. L.....1908 Halifax
1778. Vinson, J. T.....1914 Goldsboro

W

3108. Waldrop, J. E. (Ga.).....1946 Gastonia
2278. Walker, A. DuV.....1925 Wilmington
2504. Walker, H. L.....1929 Greensboro
2010. Walker, H. W.....1923 Norlina
2192. Wallace, A. C.....1924 Star
2918. Walters, A. K.....1940 Burlington
2441. Walters, J. E. (S. C.).....1928 Wadesboro
1895. Walton, R. C.....1916 Raleigh
2583. Ward, B. R.....1931 Goldsboro
1761. Ward, E. H.....1914 Tarboro
2186. Ward, W. A.....1924 Swannanoa
2330. Warren, B. G.....1926 Winston-Salem
1425. Warren, B. S.....1908 Greenville
3122. Warren, B. S., Jr.....1946 Greenville
1816. Warren, J. C.....1915 Benson
1923. Warren, L. A.....1917 Garland
2849. Warren, L. A., Jr.....1939 Garland
1539. Waters, G. W., Jr.....1910 Goldsboro
2846. Waters, P. V.....1939 Mooresville
2243. Watkins, F. D. (S. C.).....1925 Charlotte
2955. Watkins, J. C.....1941 Emporia, Va.
3039. Watkins, Rose S. (Mrs. J. C.).....1943 Emporia, Va.
2814. Watson, J. W.....1938 Rocky Mount
2202. Watson, Richard.....1924 Hendersonville
2805. Watson, R. N.....1938 Jonesboro
2813. Way, J. A., Jr.....1938 Winston-Salem
1110. Webb, C. I.....1903 Charlotte
1367. Webb, E. L.....1907 Thomasville
2621. Webb, T. P., Jr.....1932 Shelby
2936. Webster, W. B. (S. C.) ....1941 Tabor City
1089. Welborn, W. F.....1902 Lexington
2541. Welch, W. D., Jr.....1930 Washington
1269. Welfare, S. E.....1905 Winston-Salem
2685. Wells, R. R.....1934 Shelby
2870 Wells, V. D.....1939 Washington,D.C.
2800. West, June Bush (Mrs.).....1938 Raleigh
1848. West, J. F.....1915 Winston-Salem
2254. West, W. L.....1925 Roseboro
1510. Wharton, L. A.....1909 Gibsonville
1979. Wheeler, C. R.....1919 Oxford
1021. Wheless, J. M.....1901 Farmville
2459. White, C. B.....1928 Henderson
2448. White, D. F.....1928 Mebane
2059. White, E. S.....1921 Southern Pines
1574. White, G. S.....1910 Lexington
1154. White, H. G.....1903 Elm City
1698. White, J. E.....1913 Raleigh
1907. White, J. I.....1917 Burlington
2402. White, J. J.....1928 Henderson
2054. White, J. S.....1921 Mebane
2532. White, R. L. (S. C.).....1929 Troy
2245. White, W. G. (S. C.).....1924 Charlotte
1544. White, W. R.....1910 Warrenton
2211. Whitehead, C. R.....1924 Ramseur
1631. Whitehead, J. D., Jr.....1912 Enfield
3026. Whitehead, J. D., III.....1943 Enfield
2567. Whitehead, T. E. (Ga.)....1930 Charlotte
2806. Whiteley, I. C.....1938 Morganton
2673. Whiteley, R. S.....1934 Finlay, Ohio
2956. Whitford, B. H.....1941 Washington
2507. Whitford, C. P.....1929 Washington
2547. Whitley, H. E.....1930 Concord
1898. Whitley, J. R.....1916 Hendersonville
2885. Whitley, W. Y.....1939 Fremont
3082. Whitson, W. J.....1945 Phelps, N. Y.
1869. Wiggins, W. W.....1916 Raleigh
1625. Wilkerson, I. O.....1911 Greensboro
1187. Wilkins, W. R.....1904 Mocksville
1573. Williams, A. H. A.....1910 Oxford
2084. Williams, J. C.....1921 Bessemer City
3087. Williams, J. D.....1945 Lynchburg, Va.
2077. Williams, L. L. (Ga.).....1920 Morven
3134. Williams, Laurel L.....1946 Greensboro
2969. Williams, M. H.....1941 Lexington
1060. Williams, Morrison P.....1902 Charlotte
1899. Williams, M. Van B.....1916 Winston-Salem
2323. Williamson, C. M.....1926 Concord
2057. Williamson, J. W.....1921 Salisbury

2088. Willis, Beatrice A. (Mrs. L. B.).....1922 Raleigh
2112. Willis, R. M.....1922 Southport
2442. Williston, F. D. (col.) (Tenn.).....1927 Fayetteville
2158. Wilson, C. A. (Va.).....1922 Monroe
2032. Wilson, E. C. (Va.).....1919 Burlington
2040. Wilson, G. S.....1921 Belmont
1876. Wilson, L. R.....1916 Lowell
1511. Wilson, T. H.....1909 Cramerton
2537. Wilson, W. A.....1930 Belton, S. C.
1655. Wilson, W. B.....1912 Hendersonville
2017. Wimberley, R. E. (col.)....1920 Raleigh
2957. Windecker, G. H.....1941 Ridgefield Park, N. J.
2264. Winders, H. M.....1925 Farmville
1575. Wohlford, H. W.....1910 Charlotte
1265. Wolfe, J. C.....1905 Hickory
1717. Wolfe, W. S.....1913 Mount Airy
2203. Womble, D. J.....1924 Durham
2726. Womble, L. N., Jr.....1936 Plymouth
1267. Wood, E. H.....1905 New Bern
2857. Woodard, B. P.....1939 Princeton
1770. Woodard, E. V.....1914 Selma
2723. Woodward, G. B. (Tenn.)1936 Franklin
1809. Woolard, E. W.....1915 Henderson
2351. Wooten, J. W. F.....1926 Fayetteville
844. Wootten, G. R.....1896 Hickory
1903. Worthington, E. C.....1917 Kinston
1268. Worthy, F. S.....1905 Washington
2046. Wrike, W. C.....1921 Graham
2854. Wyatt, Blanch B. (Mrs.)..1939 Wilson
2545. Wynn, W. M. (col.).....1930 Greensboro

Y

1342. Yancey, D. C. (col.).....1926 Wilson
1428. Yancey, L. A. (col.).....1908 Charlotte
1512. Yates, C. L.....1909 Charlotte
2798. Yearwood, T. C. (Ill.).....1938 Louisville, Ky.
1449. Yoder, C. R.....1908 Conover
1270. Young, C. T.....1905 Cary
3048. Youngblood, Frances R. (Mrs. R. L.).....1944 Sanford

Z

1576. Zuckerman, I. L.....1910 Greensboro

PHARMACISTS REGISTERED SINCE MAY 1, 1946

(*Examination, †Re-registered, ‡Registered by Reciprocity.)

3151. ‡Beck, W. C. (S. C.).....1946 Hendersonville
3142. ‡Casteel, J. R. (W.Va.)....1946 Canton
3140. ‡Cowan, W. L. (S. C.).....1946 Forest City
3076. †Dameron, H. G.....1945 Wilmington
3143. *Dingler, K. L.....1946 Mt. Airy
3149. ‡Dukes, G. W., Jr. (S.C.)1946 Red Springs
3150. ‡Franklin, R. E. (Miss.) ..1946 Greensboro
3139. ‡Gaddy, R. L., Jr. (Fla.)..1946 Gainesville, Fla.
3147. ‡Grist, F. M. (Ga.).....1946 Hayesville
2091. †Jacobs, M. L.....1922 Chapel Hill
2893. †King, C. D.....1940 Winston-Salem
1620. †Knight, C. V.....1911 Wilson
3141. ‡Krumbein, N. (S. C.).....1946 Charlotte
3146. *Lockhart, B. O.....1946 Greensboro
1725. †Mayberry, E. B.....1913 Vienna, Va.
3099. †Muratori, F.....1945 San Antonio, Texas
3144. *Neely, C. M. (col.).....1946 Winston-Salem
3145. *Pethel, R. E.....1946 China Grove
2318. †Scroggs, F. H.....1926 Richmond, Va.
3153. *Slayton, M. Thomasine..1946 Murphy
3148. ‡Smith, G. W. (Neb.).....1946 Chapel Hill
2054. †White, J. S.....1921 Mebane
3152. ‡Williams, N. E. F. (Mrs.) (Kan.).....1946 High Point
1534. †Wilson, C. H.....1910 Asheville

Registered Assistant Pharmacists

May 1, 1946

73. Adams, L. T.....1934 Winston-Salem
79. Badgett, E. W.....1935 Mount Airy
50. Bass, J. A.....1932 Wilson
11. Bell, E. V.....1926 Greenville
41. Birkitt, S. P.....1931 Charlotte
43. Brame, P. J.....1932 No. Wilkesboro
20. Branch, B. C.....1928 Rocky Mount
28. Brooks, C. M.....1931 Monroe
48. Brown, H. S.....1932 Goldsboro
106. Bryant, Nan.....1938 Tarboro
23. Carrigan, J. F.....1930 Granite Falls
61. Chadwick, S. T.....1933 Kinston
27. Griffin, T. W.....1930 Statesville
96. Gwynn, A. A.....1938 Leakesville
31. Hales, C. W.....1931 Jacksonville
45. Harrison, Melrose.....1932 Charlotte
4. Heslep, F. W.....1923 Beaufort
72. Humphries, A. T.....1934 Charlotte
62. Kemp, A. T.....1933 Burlington
56. King, R. G.....1933 New Bern
19. Maus, F. B.....1928 Greensboro
7. McConnell, Ethel.....1926 Newton
64. Moore, H. W.....1933 Lexington
74. Moose, H. F.....1934 Statesville
5. Musgrove, W. M.....1924 Catawba
88. O'Brien, C. C.....1936 Greensboro
53. Porter, J. N.....1933 Charlotte
26. Russell, L. D.....1930 Greensboro
47. Stiles, M. O.....1932 Mooresville
77. Wade, C. E.....1935 Colerain

List of Physicians Holding Permits to Conduct Drug Stores

(LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.)
May 1, 1946

307. Baynes, R. H.
Hurdle Mills.....Person County

203. Beard, G. C.
Atkinson.....Pender County

139. Beasley, E. B.
Fountain.....Pitt County

204. Bonner, J. B.
Aurora.....Beaufort County

233. Bradshaw, T. G.
Sims.....Wilson County

237. Bridger, D. H.
Bladenboro.....Bladen County

181. Brown, C. E.
Faith.....Rowan County

364. Brown, J. A.
Cleveland.....Rowan County

280. Clark, DeW. D.
Clarkton.....Bladen County

361. Cole, W. F.
Bunn.....Franklin County

330. Credle, C. S.
Colerain.....Bertie County

178. Currie, D. S.
Parkton.....Robeson County

354. Dalton, W. B.
Stokesdale.....Guilford County

345. Dawson, J. N.
Lake Waccamaw.....Columbus County

355. Eagles, C. S.
Saratoga.....Wilson County

356. Finney, J. R.
Boonville.....Yadkin County

332. Fulp, J. F.
Stoneville.....Rockingham County

281. Gooding, G. V.
Kenansville.....Duplin County

305. Gouge, A. E.
Bakersville.....Mitchell County

324. Griffis, J. W.
Denton.....Davidson County

298. Hackney, B. H.
Lucama.....Wilson County

357. Hayes, J. W.
Shallotte.....Brunswick County

365. Helsabeck, R. S.
King.....Stokes County

138. Hinnant, Milford
Micro.....Johnston County

367. Holton, A. J.
Fallston.....Cleveland County

218. Howell, W. L.
Ellerbe.....Richmond County

207. Hutchinson, S. S.
Bladenboro.....Bladen County

347. Kinlaw, McC.
Pembroke.....Robeson County

162. Long, F. Y.
Catawba.....Catawba County

247. Martin, J. H.
Red Oak.....Nash County

292. McGuire, B. B.
Newland.....Avery County

362. Morgan, E. L.
Clyde.....Haywood County

366. Nanzetta, L.
Rural Hall.....Forsyth County

319. Parker, C. G.
Woodland.....Northampton County

271. Parker, J. W., Jr.
Seaboard.....Northampton County

353. Parrette, Nettie C.
Robbinsville.....Graham County

363. Pate, J. G.
Gibson.....Scotland County

304. Patterson, J. H.
Broadway.....Lee County

294. Powell, E. C.
Middlesex.....Nash County

221. Reed, D. H.
Wagram.....Scotland County

175. Reid, T. N.
Matthews.....Mecklenburg County

289. Rose, J. W.
Pikeville.....Wayne County

274. Royal, D. M.
Salemburg.....Sampson County

243. Smith, A. J.
Black Creek.....Wilson County

359. Staton, L. R.
Hayesville.....Clay County

312. Tucker, E. V.
Grifton.....Pitt County

360. Vassey, Thomas
Trenton.....Jones County

263. Weathers, R. R.
Knightdale.....Wake County

339. Wright, J. E.
Macclesfield.....Edgecombe County

PERMITTED PHYSICIAN REGISTERED SINCE MAY 1, 1946

369. Creed, G. O.
Wagram.....Scotland County

List of Drug Stores

(Revised June 1, 1946)

ABERDEEN—Moore County
1. Bryan Drug Company, Inc.
2. McCrummen's Drug Store

AHOSKIE—Hertford County
3. Copeland Drug Company
4. Walker-Holloman Drug Co., Inc.

ALBEMARLE—Stanley County
5. Albemarle Drug Co., Inc.
6. Loftin's Drug Store
7. Phillips Drug Co.
8. Purcell Drug Co.

ANDREWS—Cherokee County
9. Davis Drug Company

ANGIER—Harnett County
10. Adams and Young Drug Co.
841. Overby Drug Co.

APEX—Wake County
868. A. V. Baucom Pharmacy
821. Pegram's Pharmacy

ASHEBORO—Randolph County
14. Asheboro Drug Co., Inc.
15. Randolph Drug Co.
16. Reaves Pharmacy
17. Reaves Walgreen Agency Drug Store
18. Standard Drug Store

ASHEVILLE—Buncombe County
19. Adams-Blauvelt, Inc.
21. Asheville Pharmacy
867. Charlotte Street Pharmacy, Inc.
23. Eckerd's of Asheville, N. C., Inc.
24. Finley's Depot Drug Store
25. Goode's Drug Store, Inc.
26. Grove Park Pharmacy
27. Haywood Street Pharmacy
28. Hester's Pharmacy
858. Johnson Drug Company
30. Kenilworth Drug Store
850. Langren Drug Store
31. Liggett's Drug Store, No. 1150
32. Merrimon Avenue Pharmacy
34. Mullen's Pharmacy
35. Norwood Pharmacy
36. Pinner's Drug Store
37. Public Service Pharmacy, Inc.
39. Shigley's, Inc.
(See West Asheville)

ATKINSON—Pender County
41. Atkinson Drug Company

AULANDER—Bertie County
42. Aulander Pharmacy

AURORA—Beaufort County
43. Windley Drug Store

AVONDALE—Rutherford County
44. Mooneyham Drug Co.

AYDEN—Pitt County
45. Edwards Pharmacy
46. M. M. Sauls

BADIN—Stanley County
47. Badin Drug Company, Inc.

BAILEY—Nash County
48. Etheridge Drug Store

BAKERSVILLE—Mitchell County
49. City Drug Store

BEAUFORT—Carteret County
50. F. R. Bell, Druggist
51. Guthrie-Jones Drug Co.
52. Joseph House, Druggist

BELHAVEN—Beaufort County
54. O'Neal Drug Store

BELMONT—Gaston County
55. Belmont Drug Company
56. Catawba Pharmacy
57. Robinson Drug Store

BENSON—Johnston County
58. Benson Drug Company, Inc.
59. Peacock Drug Company
60. Warren Drug Company

BESSEMER CITY—Gaston County
61. Central Drug Store
62. Curtis Pharmacy

BETHEL—Pitt County
63. H. L. Rives Drug Company

BILTMORE—Buncombe County
64. Aiken's Pharmacy
66. Biltmore Drug Store

BISCOE—Montgomery County
67. Biscoe Drug Store

BLACK MOUNTAIN—Buncombe County
69. Black Mountain Drug Co., Inc.
835. Jumper's Pharmacy

BLADENBORO—Bladen County
71. Bridger Drug Store
72. Hutchinson's Drug Store

BOONE—Watauga County
73. Boone Drug Company
74. Carolina Pharmacy

BOONEVILLE—Yadkin County
75. Booneville Drug Company

BREVARD—Transylvania County
76. Long's Drug Store
77. S. M. Macfie Drug Company
78. Varner Drug Store,

BROADWAY—Lee County
79. Broadway Drug Company

BRYSON CITY—Swain County
80. Bryson City Drug Company
828. Riverside Drug Company

BUIES CREEK—Harnett County
82. Wiggins Drug Store

BUNN—Franklin County
83. Bunn Drug Company

BURGAW—Pender County
84. Dees Drug Store

BURLINGTON—Alamance County
85. Acme Drug Company, Inc.
86. Asher-McAdams Drug Company
87. Burlington Drug Company, Inc.
88. City Drug Company
89. Davis St. Pharmacy, Inc.
90. East End Drug Store
91. Heritage-Wilson Drug Company
92. Main Street Drug Co., Inc.
93. Mann's of Burlington, N. C., Inc.
94. Worth Street Drug Store (col.)

BURNSVILLE— Yancey County
95. Pollard's Drug Store

CANTON—Haywood County
97. Canton Drug Store
98. Champion Cut-Rate Drug Store
99. Hendrix Drug Store
100. Martin's Drug Store

CAROLEEN—Rutherford County
101. Henrietta Mills Store, No. 2

CAROLINA BEACH—New Hanover County
102. Carolina Beach Drug Store

CARRBORO—Orange County
103. Senter's Drug Store

CARTHAGE—Moore County
104. Shield's Drug Company

CARY—Wake County
105. Adams Drug Store

CATAWBA—Catawba County
106. Catawba Drug Company

CHADBOURN—Columbus County
107. John E. Koonce Drug Company

CHAPEL HILL—Orange County
108. Carolina Pharmacy
109. Eubanks Drug Company
110. Sutton's Drug Store

CHARLOTTE—Mecklenburg County
112. Bailey's Prescription Shop
113. Bizzell's Pharmacy
114. Blair Drug Company
873. Boulevard Pharmacy
116. Carolina Cut-Rate Drug Store, Inc.
117. Carolina Pharmacy
118. Charlotte Drug Company
119. Charlotte Memorial Hospital Pharmacy
139. Civil's Plaza Drug Store
831. Dilworth Pharmacy
121. Eckerd's of Charlotte, N. C., Inc.
122. Eckerd's of Charlotte N. C., Inc., No. 2
849. Elizabeth Drug Store
124. Hardee's Pharmacy
125. Hawthorne Pharmacy
126. Hoskins Drug Company
874. Hotel Charlotte Pharmacy
128. Independence Drug Store
129. James P. Stowe and Company, Inc.
130. Lever's Cut-Rate Drugs
131. Lisk Pharmacy, No. 1
815. Myers Park Pharmacy
135. Nance Drug Store
136. Niven Drug Company
825. Palmer's Drug Store (col.)
137. Park Place Pharmacy
138. Rayburn's Parkwood Pharmacy
140. Providence Road Pharmacy
141. Rex Drug Store (col.)
142. Rhyne Drug Store
143. Selwyn Cut-Rate Drug Store, Inc.
144. Stanley Drug Stores, Inc., No. 2
145. Sterling Drug Store, Inc.
146. T. A. Walker, Druggist
147. Walgreen Drug Store
149. Yancey's Drug Store (col.)

CHERRYVILLE—Gaston County
150. Allen Drug Company
151. Houser Drug Company, Inc.

CHINA GROVE—Rowan County
152. China Grove Drug Co.
153. Hart's Drug Store

CLARKTON—Bladen County
154. G. L. and E. S. Clark

CLAYTON—Johnston County
155. Beddingfield Brothers
156. Whitley-Bain Drug Company

CLEVELAND—Rowan County
848. Cleveland Drug Company

CLIFFSIDE—Rutherford County
158. Mills Drug Company

CLINTON—Sampson County
159. Butler's Pharmacy
160. Reynolds Drug Company
161. Moseley Chesnutt
162. Register Drug Store

CLYDE—Haywood County
163. Clyde Pharmacy

COATS—Harnett County
164. Roycroft Drug Co.

COLERAIN—Bertie County
165. Wade's Pharmacy

COLUMBIA—Tyrrell County
166. Tyrrell Drug Company

CONCORD—Cabarrus County
167. Airheart Pharmacy
168. Cabarrus Drug Company
169. Cline's Pharmacy
170. Gibson's, Inc.
171. Pearl Drug Company
172. Porter Drug Company, Inc.
173. Whitmore Drug Company
174. Wilmar Drug Store

CONOVER—Catawba County
175. Bowman Drug Company
176. Conover Drug Company

CONWAY—Northampton County
177. Taylor Drug Company

COOLEEMEE—Davie County
178. Cooleemee Drug Company

CORNELIUS—Mecklenburg County
179. Guion Drug Company

CRAMERTON—Gaston County
180. Cramerton Drug Company
839. Moss Drug Company

CROSSNORE—Avery County
181. Crossnore Drug Store

CREEDMOOR—Granville County
182. Creedmoor Drug Company

DAVIDSON—Mecklenburg County
184. White Drug Company

DENTON—Davidson County
185. Denton Drug Store

DRAPER—Rockingham County
187. Draper Pharmacy

DUNN—Harnett County
188. Butler and Lee Drug Co.
189. Dunn Pharmacy
190. Fitchett Drug Company, Inc.
191. Hood Drug Store

DURHAM—Durham County
192. B. and B. Drug Co.
193. Boone Drug Co.
194. Bull City Drug Store (col.)
195. C. E. King and Son
862. Coleman's Drug Store
197. Duke Hospital Pharmacy
198. Durham Drug Company
199. Eckerd's of Durham, N. C., Inc.
200. Garrett's Biltmore Drug Store (col.)
201. Holloway Street Pharmacy
202. Hospital Pharmacy
203. Mangum Street Pharmacy
204. Montague's Pharmacy
205. North Durham Drug Store
206. People's Cut-Rate Drug Store
856. People's Cut-Rate Drug Store, No. 2
207. Rogers Drug Store
840. Sawyer & Moore, Inc.
855. Southern Drug & Medical Supply Co.
208. Taylor Drug Company
209. Walgreen Company
210. Watts Hospital Pharmacy
211. Westside Pharmacy
(See West Durham)

EAST DURHAM—Durham County
212. Carswell Drug Company
213. Crabtree Pharmacy

EDENTON—Chowan County
214. Leggett and Davis, Inc.
215. Mitchener's Pharmacy

ELIZABETH CITY—Pasquotank County
216. Albemarle Cut-Rate Drugs
217. City Drug Store
218. Jacock's Pharmacy
219. Overman and Stevenson
220. The Apothecary Shop

ELIZABETHTOWN—Bladen County
221. Bennett-Stone Pharmacy
222. Hutchinson Drug Store

ELKIN—Surry County
223. Abernathy's Pharmacy
224. Elk Pharmacy, Inc.
225. Turner Drug Company

ELLERBE—Richmond County
226. Warner Drug Co.

ELM CITY—Wilson County
866. Dixon Drug Store
228. Elm City Pharmacy

ENFIELD—Halifax County
229. Harrison Drug Company
230. W. E. Beavans
231. Whitehead Drug Company

ENKA—Buncombe County
232. Community Pharmacy, Inc.
233. Elson's, The Rexall Drug Store

ERWIN—Harnett County
234. E. R. Thomas Drug Company

FAIR BLUFF—Columbus County
235. Floyd-Anderson Drug Company
236. Rogers Drug Store

FAIRMONT—Robeson County
237. Fairmont Drug Company, Inc.
238. Mitchell-Caudell, Druggists

FAISON—Duplin County
239. Morton Drug Store

FAITH—Rowan County
847. Barger-Lingle Co.

FALLSTON—Cleveland County
861. Fallston Drug Store

FARMVILLE—Pitt County
241. City Drug Company
242. Wheless Drug Company, Inc.

FAYETTEVILLE—Cumberland County
243. Bender's Drug Store
244. Fayetteville Drug Co.
245. Hamont Drug Co.
246. Henderson's Drug Store (col.)
247. H. R. Horne and Sons
248. MacKethan and Company, Druggists
249. Matthews Pharmacy
250. Service Drug Store (col.)
251. Souder's Pharmacy

FOREST CITY—Rutherford County
253. Forest City Drug Company
254. Piedmont Drug Company
255. Smith's Cut-Rate Drug Store

FOUNTAIN—Pitt County
256. Beasley Drug Company

FOUR OAKS—Johnston County
257. Four Oaks Drug Company

FRANKLIN—Macon County
258. Angel Drug Store
259. Perry's Drug Store

FREMONT—Wayne County
261. Whitley Drug Company

FUQUAY SPRINGS—Wake County
262. Elliott's Pharmacy
263. Johnson's Drug Store

GARLAND—Sampson County
264. L. A. Warren, Druggist

GARNER—Wake County
265. Brown's Drug Store

GASTONIA—Gaston County
266. Caldwell's Drug Store
267. Cox Drug Company
268. Firestone Drug Store
269. Franklin Drug Store
270. Kennedy's, Inc.
271. Rhyne's Drug Store
272. Smith's Drug Store
273. Victory Drug Co.

GIBSON—Scotland County
274. Gibson's Drug Company

GIBSONVILLE—Guilford County
275. Gibsonville Drug Co.

GLEN ALPINE—Burke County
276. Clinic Drug Store

GOLDSBORO—Wayne County
865. Almand's Drug Store
278. Brown Drug Company, Inc.
863. Bunch's Drug Store
279. Cash Drug Store
280. Goldsboro Drug Company
281. Jackson Drug Co. (col.)
282. Ratley's Drug Store
283. Robinson's Drug Store
284. Vinson Drug Store

GRAHAM—Alamance County
286. Graham Drug Company
287. Wrike Drug Company

GREENSBORO—Guilford County
289. Ashe Street Drug Store (col.)
290. Asheboro Street Pharmacy
291. Best Drug Store
292. C. C. Fordham Drug Store
293. Cecil-Russell Drug Co.
824. College Drug Store
295. Eccles-Wynn Drug Store (col.)
296. Elam Drug Store
816. Elm Street Pharmacy, Inc.
298. Greene Street Drug Company
299. Greensboro Drug Company
300. Home Drug Store
301. Liggett Drug Co., Inc., No. 1152
302. Mann's O.Henry Drug Store
303. McDuffie-Eubanks Drug Co.
852. McNeely's Drug Store
304. Marrow Drug Store (col.)
305. Oliver's
306. Revolution Drug Company
308. Textile Drug Store
309. The New White Oak Drug Co., Inc.
310. Walgreen Co.
311. Wilkerson-McFalls Drug Co., Inc

GREENVILLE—Pitt County
312. Basart's Drug Store
313. Bell's Pharmacy
314. Bissette's Drug Store
315. Greenville Drug Co., J. Key Brown
316. Harrison Drug Store
317. Hill Horne, Druggist
838. Hollowell's Drug Store
318. B. S. Warren, Druggist

GRIFTON—Pitt County
319. Grifton Pharmacy

GROVER—Cleveland County
320. People's Drug Company

HALIFAX—Halifax County
321. Vinson's Pharmacy

HAMLET—Richmond County
322. Birmingham Drug Company
820. Campbell's Pharmacy
813. Mabry's Pharmacy

HAW RIVER—Alamance County
326. Purity Drug Company

HAYESVILLE—Clay County
327. Hayesville Pharmacy

HENDERSON—Vance County
329. Douglas Drug Store (col.)
330. Kerner Drug Company
331. Miles Pharmacy
332. Page-Hocutt Drug Company
333. Parker's Drug Store
334. People's Service Drug Store
335. Southside Drug Company
336. White Brothers Drug Company
337. Woolard's

HENDERSONVILLE—Henderson County
863. Economy Drug Store
339. Freeze Drug Company, Inc.
340. Jackson Pharmacy
341. Justus Pharmacy
342. Rose Pharmacy
343. Wilson Drug Company

HICKORY—Catawba County
344. Hickory Drug Company
345. Highland Drug Store
346. King's Pharmacy
347. Lutz Drug Store
348. Main Drug Company
349. Ninth Avenue Pharmacy
350. Shook Drug Company

HIGHLANDS—Macon County
351. Highlands Drug Store

HIGH POINT—Guilford County
352. Anderson's West End Drug Store
353. Arthur's Pharmacy
853. Cecil's Drug Store
355. C. A. Ring and Son Drug Store
357. Eckerd's of High Point, N. C., Inc.
864. Galloway's Pharmacy, Inc.
358. Hoffman's Drug Company
359. Ingram's Pharmacy
360. Jeff's Cut Rate Drug Store
361. Koonts-McGhee Drug Store
362. Leonard's Drug Store
363. Mann Drug Store, No. 1
364. Mann Drug Store, No. 2
365. McLarty Drug Co.
366. Ring-Harris Pharmacy
367. Walgreen Company
368. Washington Street Pharmacy (col.)

HILLSBORO—Orange County
369. James Pharmacy

HOPE MILLS—Cumberland County
859. Clinic Pharmacy

HOT SPRINGS—Madison County
845. Mountain Park Pharmacy

HURDLE MILLS—Person County
372. D. L. Whitfield and Company

JACKSON—Northampton County
373. Jackson Drug Company

JACKSONVILLE—Onslow County
374. Johnson's Drug Store
375. W. L. Ketchum Drug Company

JONESBORO—Lee County
376. Lee Drug Store

KANNAPOLIS—Cabarrus-Rowan County
377. Black's Drug Store, No. 1, Inc.
378. Black's Drug Store, No. 2
379. Black's Drug Store, No. 3
380. Center View Pharmacy, Inc.
381. Kannapolis Drug Company
382. Mann's of Kannapolis, N. C., Inc.
383. Martin Drug Co.
384. F. L. Smith Drug Company

KENANSVILLE—Duplin County
385. Kenansville Drug Co.

KENLY—Johnston County
386. Fulghum's Drug Store
387. Kenly Drug Company

KERNERSVILLE—Forsyth County
388. Huntley's Pharmacy
389. Pinnix Drug Store

KING—Stokes County
390. King Drug Company

KING'S MOUNTAIN—Cleveland County
391. Griffin Drug Company
392. King's Mountain Drug Co.

KINSTON—Lenoir County
393. Chadwick Drug Co.
394. College Street Pharmacy
395. E. B. Marston Drug Company
396. Harry Sutton Drug Store
397. J. E. Hood and Company
398. Kinston Drug Company
399. Standard Drug Company
400. Temple Drug Company
401. The City Drug Co.

KNIGHTDALE—Wake County
402. Knightdale Pharmacy

LA GRANGE—Lenoir County
403. Adams Drug Company

LAKE WACCAMAW—Columbus County
404. Lake Drug Store

LANDIS—Rowan County
405. Linn-Edwards Drug Company

LAURINBURG—Scotland County
406. Everington Drug Store
407. J. T. Fields, Jr.
823. Legion Drug Store
409. Oliver Drug Co.
410. Scotland Drug Company

LEAKSVILLE—Rockingham County
411. Carolina Drug Company
412. Chandler Drug Company
413. Chandler Drug Company (Store No. 2)

LENOIR—Caldwell County
414. Ballew's Cash Pharmacy
415. Blackwelder Hospital Pharmacy
416. Dayvault's Drug Store
417. Lenoir Drug Store
418. McNairy's Drug Store

LEXINGTON—Davidson County
419. City Drug Company, Inc.
420. Grant's Pharmacy
421. Lexington Drug Company
422. People's Drug Store
423. Purcell Drug Company

LIBERTY—Randolph County
424. Liberty Drug Co.

LILLINGTON—Harnett County
426. Kelly's Drug Store

LINCOLNTON—Lincoln County
427. Economy Drug Co.
428. Lawing and Costner
429. Lincolnton Cut-Rate Drugs, Inc.

LITTLETON—Halifax County
430. Browning's Drug Store
431. G. A. Threewitt's Drug Company

LOUISBURG—Franklin County
432. Boddie Drug Store
433. F. R. Pleasants, Druggist
434. O'Neal Drug Company
435. Scoggin Drug Store

LOWELL—Gaston County
436. Lowell Drug Company

LUCAMA—Wilson County
437. Cash Drug Store

LUMBERTON—Robeson County
438. Hedgepeth's Pharmacy
439. J. D. McMillan and Son
440. Johnson's Drug Store
441. Lumberton Drug Company
442. Modern Pharmacy, Inc.
443. Sanford Drug Company

MACCLESFIELD—Edgecombe County
444. Martin Drug Co.

MADISON—Rockingham County
445. Madison Drug Co., Inc.
446. R. E. Ellington Drug Co., Inc.

MAIDEN—Catawba County
447. Campbell's Drug Store

MARION—McDowell County
448. Harrison's Drug Store
449. Kirby Drug Company, Inc.
451. McDowell Drug Store
452. Streetman Drug Company
453. Tainter's

MARSHALL—Madison County
454. Moore's Pharmacy
455. Roberts Pharmacy

MARS HILL—Madison County
456. Mars Hill Pharmacy

MARSHVILLE—Union County
457. Guion's Drug Store
458. McBride's Drug Store
459. Union Drug Co.

MATTHEWS—Mecklenburg County
460. Matthews Drug Company

MAXTON—Robeson County
461. Austin Drug Company
462. Maxton Drug Store

MEBANE—Alamance County
464. Mebane Drug Company
465. Warren's Drug and Seed Store

MICRO—Johnston County
466. Hinnant Drug Company

MIDDLESEX—Nash County
467. Eatman Drug Store

MOCKSVILLE—Davie County
468. Hall Drug Company
469. Wilkins Drug Company

MONROE—Union County
470. Gamble Drug Company
471. Jones Drug Co., Inc.
472. Secrest Drug Company
473. Wilson Drug Company

MOORESVILLE—Iredell County
474. George C. Goodman and Co.
475. J. A. White and Co.
476. Miller Drug Company, Inc.
857. Mooresville Drug Co.

MOREHEAD CITY—Carteret County
478. Morehead City Drug Company
870. S & W Drug Store

MORGANTON—Burke County
480. Cornwell Drug Company
481. Kibler Drug Company, Inc.
482. Phillips Drug Co.
483. The Spake Pharmacy

MORVEN—Anson County
484. Morven Drug Company, Inc.

MOUNT AIRY—Surry County
485. Hollingsworth Drug Company
486. Hollingsworth Pharmacy
487. Lamm Drug Company
488. Turnmyre's Drug Store
489. W. S. Wolfe Drug Company

MT. GILEAD—Montgomery County
490. Cochrane-Ridenhour Drug Co.

MT. HOLLY—Gaston County
491. Holland Drug Company
492. Summey Drug Company

MT. OLIVE—Wayne County
493. Glenn and Martin
494. Lewis Drug Co.

MOUNT PLEASANT—Cabarrus County
495. A. W. Moose Company

MURFREESBORO—Hertford County
496. Nicholson Pharmacy

MURPHY—Cherokee County
497. Mauney Drug Co.
498. R. S. Parker

NASHVILLE—Nash County
499. Nashville Drug Company
500. Ward Drug Company

NEW BERN—Craven County
501. Joe Anderson's Drug Store
502. Bynum's Drug Store
503. Clark's Drug Store of New Bern, N. C. Inc.
872. Duffy's Drug Store
505. Hill's Five Points Drug Store (col.)
506. Pinnix Drug Store
507. Tony's Drug Store

NEWLAND—Avery County
508. Bear Trail Drug Store

NEWTON—Catawba County
833. City Pharmacy
510. H & W Drug Company

NORLINA—Warren County
512. Walker Drug Company, Inc.

NORTH CHARLOTTE—Mecklenburg County
843. Hand Drug Company

NORTH WILKESBORO—Wilkes County
514. R. M. Brame and Sons
515. Horton's Drug Store
516. North Wilkesboro Drug Company
517. Red Cross Pharmacy
518. Wilkes Drug Store

NORWOOD—Stanley County
519. Norwood Drug Company

OAKBORO—Stanley County
520. Barger Drug Store

OLD FORT—McDowell County
521. Bradley Drug Company
522. Old Fort Drug Company

OXFORD—Granville County
523. Hall's Drug Store
524. Herring Drug Co.
525. Lyon Drug Company
526. Williams Drug Company
822. Williams Home Drugs

PARKTON—Robeson County
527. Gram Drug Company

PEMBROKE—Robeson County
528. Pembroke Drug Store

PIKEVILLE—Wayne County
817. Pikeville Drug Store

PILOT MOUNTAIN—Surry County
530. Smith Drug Store

PINEHURST—Moore County
532. Carolina Pharmacy, Inc.

PINE LEVEL—Johnston County
533. Godwin Drug Co.

PINEVILLE—Meeklenburg County
534. Pineville Drug Company

PITTSBORO—Chathan County
536. McCrimmon Drug Co.

PLYMOUTH—Washington County
537. Arps Pharmacy
538. E. G. Arps
539. Womble Drug Company

POMONA—Guilford County
540. Pomona Drug Store

PRINCETON—Johnston County
541. Woodard's Pharmacy

RAEFORD—Hoke County
542. Hoke Drug Company
846. Hutchinson's Drug Store

RALEIGH—Wake County
545. Brantley and Son, Inc.
546. Central Drug Store (col.)
547. City Drug Store
548. City of Raleigh Drug Dispensary
549. College Court Pharmacy
550. Community Drug Store (col.)
552. Eckerd's of Raleigh, N. C., Inc.
553. Edwards Drug Company
555. Five Points Pharmacy
556. Franklin's Carolina Pharmacy
557. Hamlin's Drug Co., Inc. (col.)
559. Laughlin's Drug Store
551. Melvin's Pharmacy
561. Parker Drug Company
562. Person Street Pharmacy
563. Person Street Pharmacy, No. 2
564. Pine Drug Company
832. Professional Pharmacy
566. Rex Hospital Pharmacy
568. Saunders Street Pharmacy
569. Sir Walter Drug Store
814. State Drug Store
570. Walgreen Drug Store
571. Walton's Pharmacy
572. Wilmont Pharmacy

RAMSEUR—Randolph County
573. Ramseur Pharmacy, Inc.

RANDLEMAN—Randolph County
574. Economy Drug Company
575. Randleman Drug Company

RED OAK—Nash County
576. Dr. J. H. Martin

RED SPRINGS—Robeson County
577. Red Springs Drug Company
578. Townsend's Pharmacy

REIDSVILLE—Rockingham County
830. Carolina Apothecary
579. Dailey's Drug Store
580. Gardner Drug Store
581. Mann's Drug Store
582. Reidsville Drug Company (col.)

RICHLANDS—Onslow County
860. Hood's Drug Store

RICH SQUARE—Northampton County
583. Bolton's Drug Company

ROANOKE RAPIDS—Halifax County
584. Griffin Drug Company, Inc.
585. Matthews Drug Co.
586. Roanoke Pharmacy Co.
587. Rosemary Drug Co.
588. Taylor's Drug Store

ROBBINS—Moore County
589. McCrimmon-Johnson Drug Co.

ROBBINSVILLE—Graham
590. Ingram's Drug Store

ROBERSONVILLE—Martin County
592. David Gimes Drug Company

ROCKINGHAM—Richmond County
593. Bristow Drug Company
594. Fox Drug Company, Inc.

ROCKWELL—Rowan County
595. Rockwell Drug Company

ROCKY MOUNT—Edgecombe and Nash Counties
596. Almand's Drug Store
597. Burnett Drug Company, Inc. (col.)
598. The C. O. D. Drug Co., Inc.
599. Douglas-Armstrong Drug Company (col.)
600. H. L. Hicks Drug Company
601. Kyser Drug Company, Inc.
602. Matthews Drug Company
603. May and Gorham
604. I. W. Rose Drug Company
605. Standard Drug Company, Inc.
606. Thompson Pharmacy

ROSEBORO—Sampson County
608. Davis and Melvin Drug Store
609. Tart and West

ROSE HILL—Duplin County
610. Fussell Drug Co.

ROWLAND—Robeson County
611. Curtis Drug Company
612. Rowland Drug Company

ROXBORO—Person County
613. Adair Drug Store (CaVel)
614. Hambrick, Austin and Thomas
615. Roxboro Drug Company
616. Thomas and Oakley

RURAL HALL— Forsyth County
617. Rural Hall Drug Company

RUTHERFORDTON—Rutherford County
618. Rutherford Drug Company
619. Sloan Drug Company

SALEMBURG—Sampson County
620. Salemburg Drug Company

SALISBURY—Rowan County
621. Carter & Trotter, Inc.
622. Fulton Street Pharmacy, Inc.
623. Innes Street Drug Company
624. Main Drug Company, Inc.
625. Malone Cut-Rate Drug Store, Inc.
626. Purcell Drug Company
627. Purcell Drug Company, No. 2
628. Tom's Drug Store, Inc.

SANFORD—Lee County
629. Acme Drug Company
630. Cole's Pharmacy
631. Dr. I. H. Lutterloh
632. Lee Drug Company
633. Rimmer Drug Store

SARATOGA—Wilson County
634. Saratoga Drug Company

SCOTLAND NECK—Halifax County
635. Hall's Drug Store
636. North End Drug Store
637. Whitehead's

SEABOARD—Northampton County
638. Seaboard Pharmacy

SELMA—Johnston County
639. Selma Drug Company
640. Woodard and Creech Drug Company, Inc.

SHALLOTTE—Brunswick County
641. Costal Drug Store

SHELBY—Cleveland County
642. Bolt's Drug Store, Inc.
643. Cleveland Drug Company
644. Julius A Suttle
645. Kendall's Drug Store
646. Paul Webb & Son
647. Shelby Drug Company
648. Spangler Drug Co.
644. Suttle's Drug Co.

SILER CITY—Chatham County
649. Siler City Drug Co.
650. Taylor Drug Store

SIMS—Wilson County
651. Nichols Drug Store

SMITHFIELD—Johnston County
652. Hood Brothers, Inc.
653. Johnson Drug Co.
654. Stallings Pharmacy
655. Upchurch Pharmacy

SOUTHERN PINES—Moore County
656. Broad Street Pharmacy
657. Sandhill Drug Co., Inc.
837. Southern Pines Pharmacy

SOUTHPORT—Brunswick County
659. Watson's Pharmacy

SPARTA—Alleghany County
660. B. and T. Drug Company

SPENCER—Rowan County
661. H. M. Cooke Pharmacy
662. Rowan Drug Company

SPINDALE—Rutherford County
663. Spindale Drug Company

SPRAY—Rockingham County
664. Spray Drug Company
665. Tri-City Pharmacy

SPRING HOPE—Nash County
666. South Side Pharmacy

SPRUCE PINE—Mitchell County
667. Day's Drug Store
668. Spruce Pine Pharmacy

STANTONSBURG—Wilson County
669. Stantonsburg Drug Company

STAR—Montgomery County
670. Wallace Drug Store

STATESVILLE—Iredell County
671. Fisher Drug Company
672. Hawkins Drug Store
673. Holmes Drug Store, Inc.
674. Logan Stimson and Son
675. Purcell Drug Company
676. Statesville Drug Company, Inc.

STOKESDALE—Guilford County
871. Powell's Drug Store

STONEVILLE—Rockingham County
678. Stoneville Drug Store

STOVALL—Granville County
679. Puckett's Drug Store

ST. PAULS—Robeson County
680. Grantham Drug Company
681. St. Pauls Drug Company, Inc.

SWANNANOA—Buncombe County
682. Ward's Drug Store

SYLVA—Jackson County
683. Hooper Drug Store
684. Sylva Pharmacy

TABOR CITY—Columbus County
685. Harrelson Pharmacy
686. Prince Drug Company

TARBORO—Edgecombe County
687. Bryan's Pharmacy
688. Edgecombe Drug Company
689. E. V. Zoeller and Company

690. Garrett's Drug Store (col.)
691. Moore's Pharmacy
692. Tarboro Drug Company
834. Taylor's Pharmacy (col.)

TAYLORSVILLE—Alexander County
693. People's Drug Store

THOMASVILLE—Davidson County
694. Mann's of Thomasville, Inc.
695. Poole's Drug Store
696. Thomasville Drug Company

TRENTON—Jones County
697. Trenton Drug Company

TROUTMAN—Iredell County
698. Troutman Drug Store

TROY—Montgomery County
699. Standard Drug Co.
700. Troy Drug Co.

TRYON—Polk County
701. Missildine Pharmacy
702. The Owen Pharmacy

VALDESE—Burke County
703. People's Drug Store
826. Rock Drug Store

VARINA—Wake County
705. Thomas' Drug Store

VASS—Moore County
706. Vass Drug Store

WADESBORO—Anson County
707. Fox and Lyon
708. Parsons Drug Company, Inc.

WAGRAM—Scotland County
709. Wagram Drug Co.

WAKE FOREST—Wake County
710. Hardwicke's Pharmacy
711. T. E. Holding and Company, Inc.

WALLACE—Duplin County
712. Miller's Drug Store
713. Wallace Drug Company

WALSTONBURG—Greene County
715. Jenkins' Drug Store

WARRENTON—Warren County
716. Boyce Drug Company
717. Hunter Drug Company, Inc.

WARSAW—Duplin County
718. Warsaw Drug Company

WASHINGTON—Beaufort County
719. Clark's Drug Service, No. 2
720. S. H. Reid, Prescription Druggist
721. Tayloe Drug Co.
722. Welch's Drug Store
723. Whitford Drug Company
724. Worthy and Etheridge

WAYNESVILLE—Haywood County
844. Curtis Drug Store
725. Smith's Drug Store

WEAVERVILLE—Buncombe County
727. Weaverville Drug Company

WELCH COVE—Graham County
733. Fontana Drug Store

WELDON—Halifax County
728. Selden's Pharmacy
729. Terminal Drug Store (col.)
730. Weldon Drug Company

WENDELL—Wake County
731. Wendell Drug Company
732. W. R. Nowell Drug Store

WEST ASHEVILLE—Buncombe County
735. Carolina Pharmacy
818. Ideal Drug Store
736. Palace Pharmacy
737. West Asheville Pharmacy

WEST DURHAM—Durham County
738. Brewer's Drug Store
739. McDonald's Drug Store

WEST END—Moore County
740. West End Pharmacy

WEST JEFFERSON—Ashe County
741. Graybeal's Drug Store

WHITAKERS—Edgecombe County
742. Burnett's Drug Store

WHITEVILLE—Columbus County
743. Columbus Drug Store
744. Easley's Pharmacy (col.)
745. Guiton's Drug Store
746. J. A. McNeill & Sons
747. Simmons Drug Company, Inc.

WILLIAMSTON—Martin County
748. Clark's Pharmacy, Inc.
749. Davis Pharmacy
750. Warren H. Biggs Pharmacy

WILMINGTON—New Hanover County
751. Brooklyn Pharmacy
752. Fair Price Drug Store
753. Futrelle's Pharmacy
754. Green's Drug Store
755. Hall's Drug Store
757. Ideal Pharmacy (col.)
758. Jarman's Pharmacy
759. Lane's Lake Forest Pharmacy
760. Lane's Market Street Pharmacy
762. Saunders Drug Company
763. Service Drug Store
851. Shew's Drug Store

764. Southside Drug Company
842. Standard Pharmacy
766. Toms Drug Company

WILSON—Wilson County

767. Barnhill's Drug Store
768. Bissette's Drug Store
769. Bissette's Drug Store, No. 3
770. Herring's Drug Store
771. Morrison's Drug Store
772. Shade's Pharmacy (col.)
773. Terminal Drug Store
774. Wilson Drug Company, Inc.
775. Yancey's Drug Store (col.)

WINDSOR—Bertie County

776. Pugh's Pharmacy
777. Windsor Pharmacy Company, Inc.

WINSTON-SALEM—Forsyth County

778. Acme Drug Store (col.)
780. Andrews Drug Store
781. Bobbitt's College Pharmacy
782. Bobbitt Drug Co.
783. Bobbitt's Pharmacy
784. Carolina Drug Store, Inc.
779. Chas. H. Allen Drugs
809. City Hospital Pharmacy
785. Crescent Drug Company
786. Hutchin's Drug Store
787. Mason-Neely Drug Store (col.)
788. Nissen Drug Company, Inc.
819. N. C. Baptist Hospital Pharmacy
789. E. W. O'Hanlon, Inc.
790. Patterson Drug Company
791. Ray Drug Company
792. Read's Drug Company
793. Rufus Hairston Drug Store (col.)
794. Sawyer's Drug Store
795. Standard Drug Company
796. Summit Street Pharmacy
797. Swaney Drug Store
798. Swaney Drug Store, No. 2
799. Swaney Drug Store, No. 3
801. Walgreen Drug Store
802. Welfare's Drug Store
803. Willson Drug Store
804. York Drug Company, The

WOODLAND—Northampton County

805. Parker-Taylor Drug Company

YANCEYVILLE—Caswell County

806. Yanceyville Drug Company

YOUNGSVILLE—Franklin County

807. Timberlake Drug Store

ZEBULON—Wake County

808. Zebulon Drug Company

DRUG STORES REGISTERED OR RE-REGISTERED SINCE MAY 1, 1946

*Change of ownership. †New Stores.

ALBEMARLE—Stanley County

889. †Tate's Drug Store

ASHEVILLE—Buncombe County

884. *Barefoot's Drug Store
882. †Malvern Hills Drug Store
898. *Rollins Drug Store

BLACK CREEK—Wilson County

880. *Black Creek Drug Co.

BREVARD—Transylvania County

887. *Long's Drug Store

CANDOR—Montgomery County

876. †Candor Drug Company

CAROLINA BEACH—New Hanover County

878. †Seashore Drugs

CHARLOTTE—Mecklenburg County

893. †Liggett Drug Co., Inc.

DURHAM—Durham County

892. †Northgate Pharmacy

FAYETTEVILLE—Cumberland County

890. †Williams Drug Store

GRANITE FALLS—Caldwell County

885. †Caldwell Drug Store

GREENSBORO—Guilford County

897. *Franklin's Drug Store

HAYESVILLE—Clay County

891. †Grist Drug Company

HAZELWOOD—Haywood County

879. *McKay's Pharmacy, Inc.

KINSTON—Lenoir County

886. †Service Drug Store

LILLINGTON—Harnett County

894. *Lafayette Drug Co.

LUMBERTON—Robeson County

896. *Lumberton Drug Co.

MIDWAY PARK—Onslow County

888. †Ketchum Drug Co.

PILOT MOUNTAIN—Surry County

881. *Surry Drug Company

PINETOPS—Edgecombe County

883. †Service Drug Store

RALEIGH—Wake County

877. †Cromley's Drug Store

WINSTON-SALEM—Forsyth County

895. †Woodland Pharmacy (col.)

DRUG STORES DROPPED BUT RE-REGISTERED AFTER MAY 1, 1946

FRANKLINTON—Franklin County

260. L. W. Henderson's Pharmacy

MEBANE—Alamance County

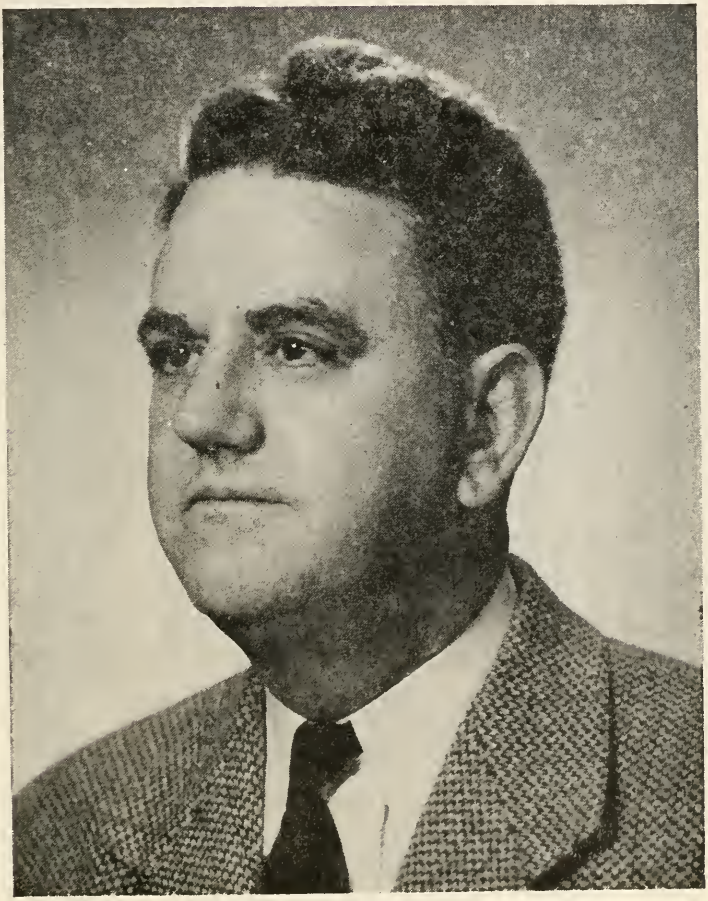
463. Carolina Drug Company

WAYNESVILLE—Haywood County

726. Waynesville Pharmacy

This report is respectively submitted:

H. C. MCALLISTER
Secretary-Treasurer



T. J. HAM, JR., Yanceyville
Chairman, N. C. Institute of Pharmacy

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

PRESCRIPTION SCHEDULE FOR VETERANS ADMINISTRATION PATIENTS

Average Price Includes Costs, Profit, Container [See (5) Page 131] Charge, and Professional Fee

Volume or Weight	Internal Liquids	Eye, Ear, Nose Drops (Internal)	External Liquids		Handmade Bulk Powders	Number	Handmade Capsules Papers, etc.	Handmade Suppositories
	Dram or more per dose	Liquids in drop doses	Lotions, Gargles Injections, etc.	Handmade Ointments	Calculate on Volume			
2 dr.	.35	.40	.30	.45	..	3	.45	.60
4 dr.	.45	.50	.40	.55	..	6	.55	.85
1 oz.	.55	.65	.45	.75	.60	12	.85	1.50
2 oz.	.70	.85	.50	1.00	.85	18	1.15	1.85
3 oz.	.80	..	.65	1.25	1.00	20	1.25	2.00
4 oz.	1.00	..	.75	1.50	1.25	24	1.35	2.25
6 oz.	1.25	..	.85	2.00	1.50	36	1.75	2.85
8 oz.	1.50	..	1.00	2.40	1.75	40	1.85	3.00
12 oz.	2.00	..	1.40	2.75	2.00	50	2.00	3.25
16 oz.	2.50	..	1.65	3.25	2.25	100	3.25	5.50

(If exact quantity called for is not listed, charge at the rate of the average of the two nearest quantities given.)

INSTRUCTIONS

(1) Above prices are AVERAGE and subject to modification where dose varies or where one or more ingredients are very expensive. In general, when the cost (1) of the amount used of any ingredient (2) equals or exceeds 1/5 of the Schedule price add the cost of the amount used of such ingredient, to the Schedule price.

(2) In every case where calculated price is an odd number, adjust price to the nearest number divisible by 5. If more than one calculation is required, adjust number after each calculation.

(3) For all Proprietaries or other manufactured product in original manufacturer size or quantity charge cost (1) plus 66%, or prevailing over counter price, if any, whichever is lower.

(4) For less than manufacturer's size (3) of any liquid, solid or powder Proprietary (4) charge schedule price, or cost (1) of quantity dispensed plus 75%, whichever is higher. If in combination, follow Schedule (or cost of quantity dispensed plus 75%, whichever is higher) and Instruction 1.

(5) For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., charge cost (1) of quantity dispensed plus 150% for all quantities up to and including ¼ of manufacturer's size; charge cost of quantity dispensed plus 100% for all quantities up to and including ½ of manufacturer's size; charge cost of quantity dispensed plus 75% for all quantities greater than ½ of manufacturer's size.

(6) Minimum price for any prescription 25 cents; for 18 or more doses, 35 cents; or 100 or more doses, 50 cents.

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(1) "Cost" means Wholesaler's price.

(2) "Ingredient" does not include vehicle. No increase in price should be made for cost of vehicle unless such cost equals or exceeds ½ of Schedule price. In such cases add ½ the cost of the amount (of vehicle) use to the Schedule price.

(3) "Size." Where more than one size is listed base price on cost of size nearest to quantity dispensed.

(4) "Proprietary" includes all "Specialties," Trade Marked items, specific manufacturer's product, etc.

(5) Best quality and adapted to intended use of medicament, (e. g. dropper bottle, ophthalmic tube, etc.)

MEDICAL REQUISITES

Only the following listed items have been approved for this purpose:

1. Insulin syringe and two (2) needles.
2. Two (2) hypodermic (insulin type) needles.
3. Atomizer.
4. Nebulizer.
5. Hot Water Bottle.
6. Fountain Syringe.
7. Combination Hot Water Bottle and Fountain Syringe.
8. Ice Bag.
9. Ice Cap.
10. Urinal.
11. Bed Pan.
12. Enema Can.
13. Feeding Tube.
14. Ear and Ulcer Syringe.

The item dispensed on a prescription for a Medical Requisite will be the lowest price item in stock appropriate for the intended medicinal use.

The prescription must be for a single item, must bear a statement of the authorization of the prescribing physician, and said prescription is not refillable.

INDEX OF ADVERTISERS

We are grateful to the following advertisers for their support of the 1946 Year Book of the North Carolina Pharmaceutical Association.

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How to Make More Money PHOTO FINISHING

Extra Business without Adding a Penny to Cost!

Now there's a new way to get a lot of extra photo-finishing business without turning a finger for it—without any more overhead—without adding a penny to your sales expense. All you have to do to get this extra business and this extra money is to mail the coupon below.

Our plan is simple enough. But it *works.* That's the main thing. We advertise in newspapers in several Southern States. In these ads we feature our photo finishing service and our new "Pocket Photos." We turn over all orders to our druggist friends who are associated with National Photo Service.

This plan has worked so well that our business is growing bigger every day. Right now we need more progressive druggists to represent us and grow with us. We need ONE such druggist in every town and city in all the Southern States. To these druggists—but to *only one in each town* —we turn over all orders for photo finishing that we get.

It costs nothing to join "National Photo Service." There are no dues or assessments. Just tell us that you are interested in the plan. Remember, only one druggist in each town will participate in profits. It is simply a case of first come, first in. If you are interested, simply mail the handy coupon for full information and all money-making facts. No cost or obligation. Mail coupon now.

MASTER PHOTO DEALERS' FINISHERS' ASSOCIATION
A National Organization
MEMBER
"Remember the Day With Snap-Shots"

"National Photo Service"
APPOMATTOX, VA.

MAIL NOW

NATIONAL PHOTO SERVICE
Appomattox, Virginia

I'm interested in your plan designed to increase my Photo Finishing Business. Without cost or obligation, please rush facts by return mail

NAME .....

Company .....

Address .....

THE HOUSE *of*

Friendly

and

Dependable

SERVICE

Year after Year

W. H. KING DRUG CO.

Wholesale Druggists

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